FREIGHT TRAFFIC ISSUE

Rail-using shipper cooperatives battle for their **legal lives** against truckers' charges . . . p. 64

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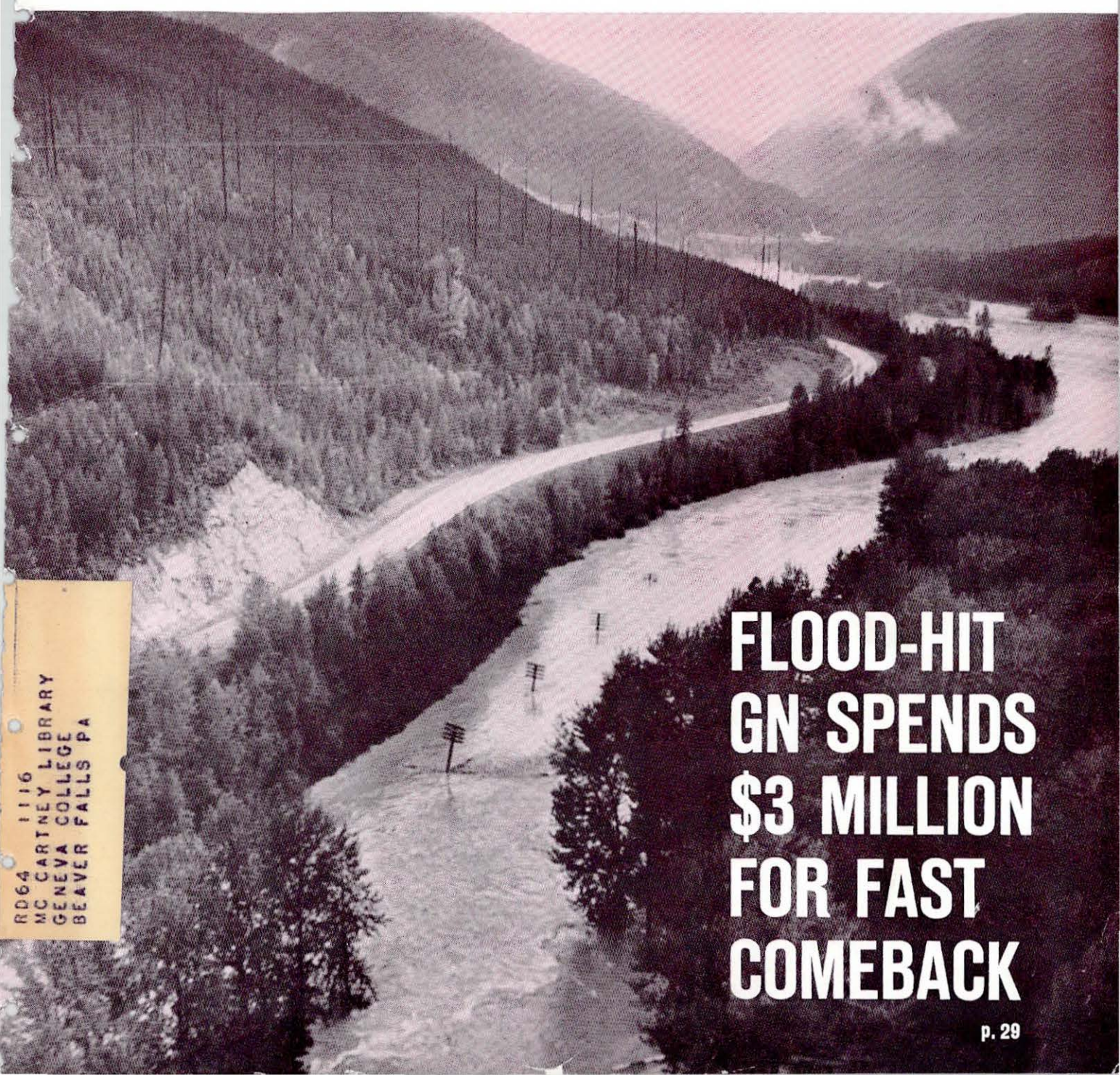
June 29, 1964

RAILWAY AGE WEEKLY



FLOOD-HIT GN SPENDS $3 MILLION FOR FAST COMEBACK

p. 29

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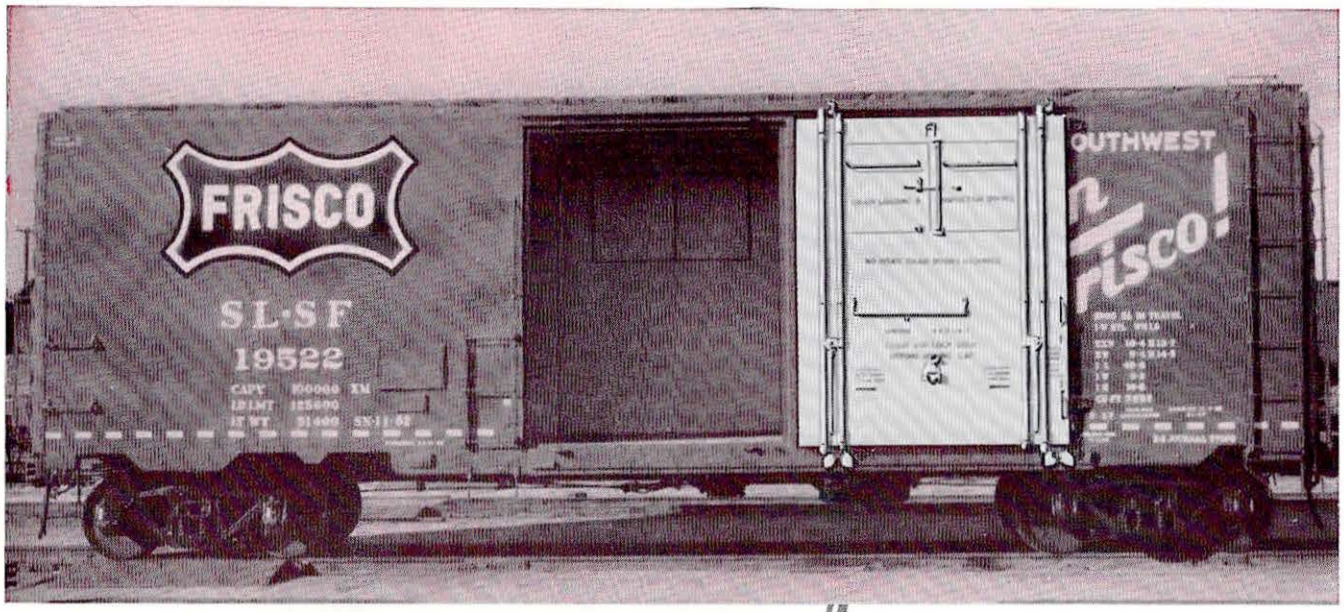

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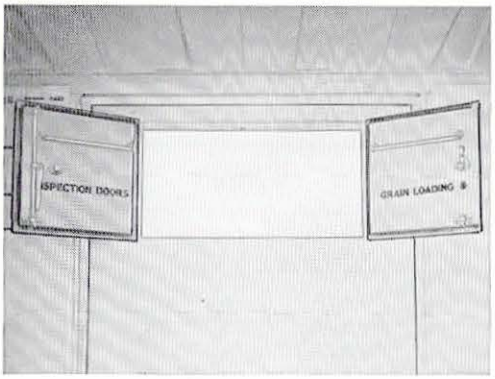

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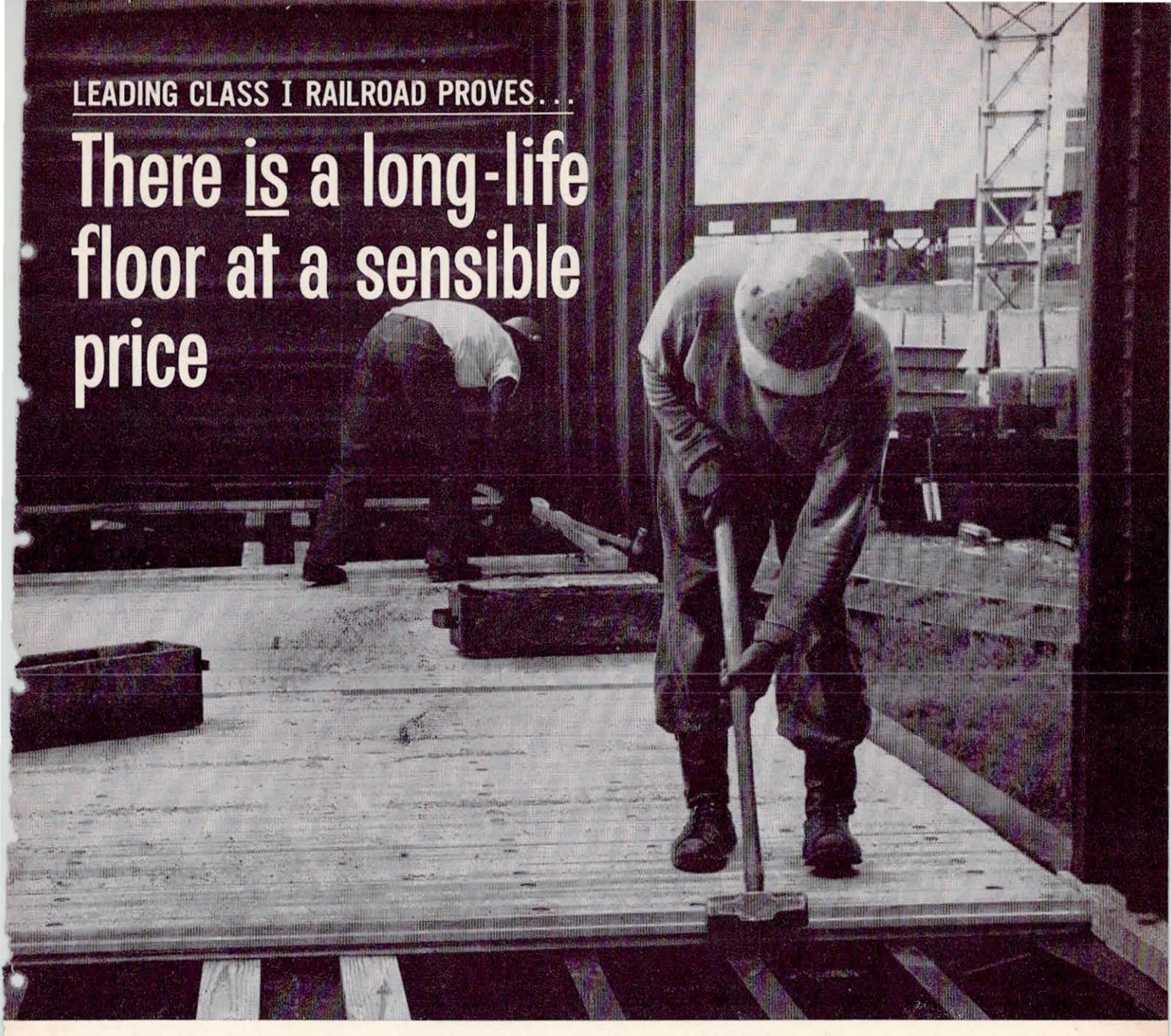

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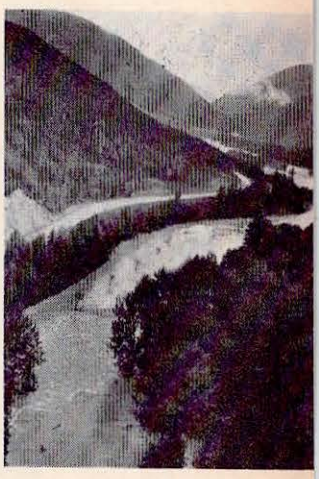

Flood-hit GN comes back fast in Montana

The 75 miles of GN track knocked out by recent floods is almost back in service **p.29**

C&NW sells RI holdings

The North Western announced the $6.2 million sale—but added it will still fight for control of the Rock Island **p.11**

Shippers dislike delay in receipt of tariffs

Delayed receipt of freight tariffs seems to be a problem for about 75% of the nation's shippers **p.32**

Transportation has its own guerrilla war

Rail-using shipper cooperatives are fighting for their legal lives against attempts to put them out of business **p.64**

PUC panel explores New England problems

The problems are well known: here's what four officers with first-hand knowledge say can be done about them **p.78**

The Action Page—How secure is RR future?

Many factors—economic, social and technological—are at work on behalf of today's railroad industry **p.80**

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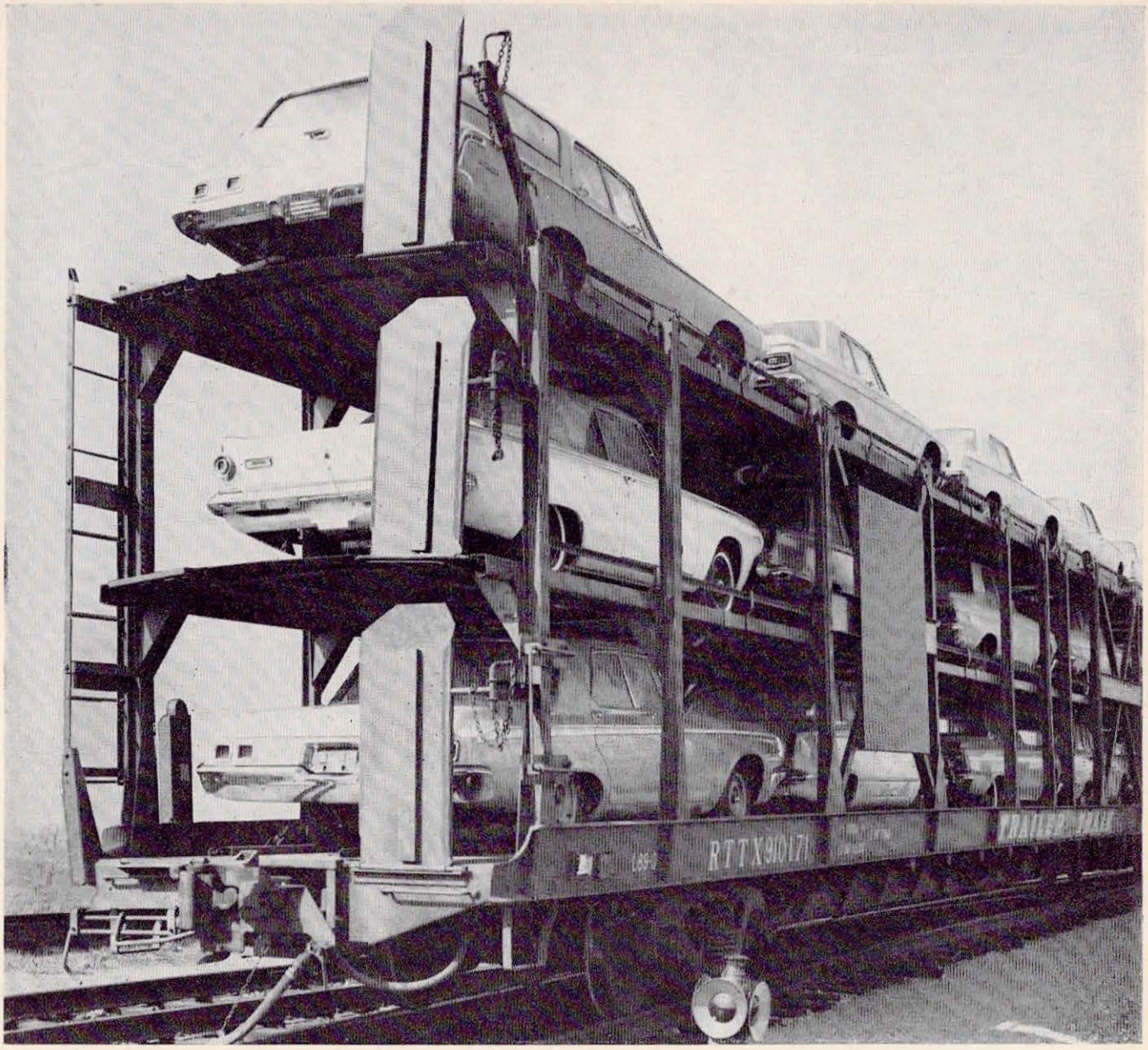

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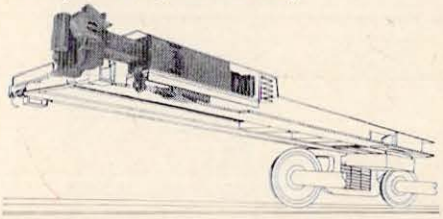

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SHORT AND SIGNIFICANT

For Northern Pacific, more Slumbercoaches

Five years ago, Northern Pacific put Slumbercoaches into service on its premier transcontinental streamliner, the "North Coast Limited." The cars, says NP, have been "enthusiastically patronized." So now the road is adding the same type of equipment to its "Mainstreeter" between St. Paul and Seattle. The move gives NP eight Slumbercoaches—four, previously leased but recently purchased, used on the "North Coast," and four now in service on the second streamliner. The "Mainstreeter" cars are the ones returned to the Budd Company by Baltimore & Ohio and Missouri Pacific, which used them in Washington-Baltimore-St. Louis-San Antonio service (RA, April 27, p. 82)

●

Northern-lines' merger: Decision in July?

Ever since last October, rumor has had it that an ICC examiner's report on the Great Northern-Northern Pacific-Burlington-Spokane, Portland & Seattle consolidation was imminent. But it never came. Now rumor is heating up again—with, apparently, some firmer foundation. One possibility: the recommendation could come about July 10, or two years to the day after the close of hearings (as well as a year and a half after final briefs were filed).

●

C&O-B&O move toward affiliation with WM

To the ICC last week went a C&O-B&O petition seeking permission to control Western Maryland. C&O-B&O together own 63.16% of outstanding WM shares; B&O's portion (representing 42.85% of WM's total) has been in an independent voting trust since 1932. The petition asked for dissolution of the trust. Eventual goal: a three-way C&O-B&O-WM merger.

●

Car orders up in May

Freight car orders in May rose to 7,185—up sharply from the previous month and well over the figure in May last year. Car orders in the first five months of 1964 totalled 33,794.

●

Pennsylvania expands 'busiest' TOFC terminal

What the Pennsylvania claims is already the world's busiest piggyback facility is going to get busier: PRR announced plans to expand its Truc-Train Terminal at South Kearny, N.J. When completed by the early fall, the yard's capacity will have jumped from 700 to 1,000 trailers. The Pennsylvania is also building new automobile-handling facilities at Newark, Del. and Hagerstown, Md.

●

Pipeline for potash?

A 1,292-mile, $60-million pipeline to move potash from Saskatchewan to markets in the U.S. Midwest is in the planning stage. Prairie Commodities Pipeline Ltd. has applied to the Saskatchewan Oil and Gas Conservation Board for a construction permit. The company concedes it doesn't have firm contracts either with potash producers or U.S. customers, but says it has lined up financing for continued research.

●

New Jersey might hike rail aid

What Jersey Central President P. M. Shoemaker described as "constructive action" in support of suburban passenger service was taken by the New Jersey Legislature in Trenton. The lawmakers approved and sent to the governor four bills that would, among other things, increase aid to the CNJ from $1.5 to $3 million per year. The legislation will also provide funds for track changes under the "Aldene Plan," which calls for routing all New York & Long Branch and most CNJ mainline trains to Pennsylvania Station, Newark.

MONDAY MORNING REPORT

What's the outlook on freight car supply?

Will last year's freight car shortages be repeated? The Interstate Commerce Commission seems to think they will—and takes a pretty gloomy view of their possible magnitude. It calculates, in fact, that 33,000 more box cars, 37,000 more hopper cars and 21,000 more gondola cars will be needed to handle estimated loading requirements during this year's peak traffic period in October. Railroads and shippers alike can only hope that the arrival of Hallowe'en will prove the Commission's views to have been more ghostly apparition than grim reality.

Why the Commission takes a dim view

The pessimistic prophecy is in a report issued last week for Division 3 by Commissioner Rupert L. Murphy, in Ex Parte No. 241. That's the investigation instituted last Dec. 20, into "Adequacy of Railroad Freight Car Ownership, Car Utilization, Distribution, Rules and Practices." Analysis of assembled data, the regulators say, "confirms in more specific terms our previous information as to the existence of a substantial inadequacy of ownership in more than one category of freight cars throughout the United States." Their gloom is not hard to understand if the railroads' car fleet is considered only in terms of units. On June 1 it was down to a new low of 1,502,432 cars—well under a year ago. Retirement of old cars in 1964's first five months has continued to exceed installations.

The brighter side

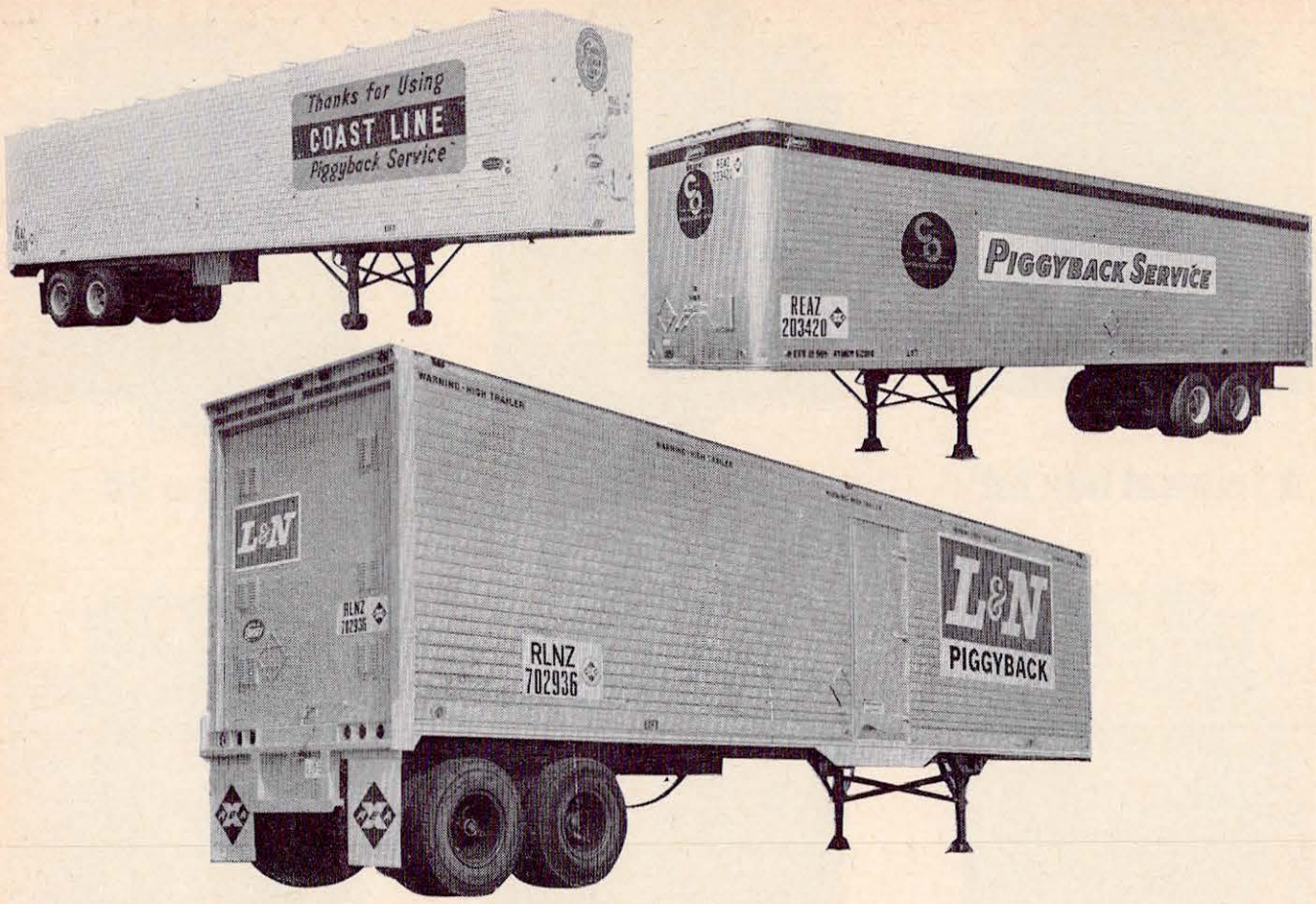
But there are other, brighter aspects. Heavy repair programs have cut the bad order ratio to 6.1%. That's still too high, but it is the lowest since early 1958, and has kept the serviceable car fleet on a virtual level with last year's. Some at least of the 33,000-odd cars on order June 1 will go into service during the summer—and they will be bigger, better and harder-working units than the ones they replace. Production of net ton-miles per serviceable car day set a new high record in 1963. It should be going higher still, with the incentives of heavier per diem and demurrage charges and extension of improved control systems. It's all summed up in the AAR statement that "estimated revenue ton-mileage handled by all freight cars in the first 24 weeks of 1964 was up 6.4% over the corresponding period a year ago." In short, fewer cars are producing more transportation.

Spot shortages may still occur

None of this, of course, eliminates the possibility of spot shortages. They are about as inevitable as death and taxes—at least until some unapproachable millenium. Meantime, the brighter side of the picture seems still to justify the prediction on page 29 of last week's Railway Age —that there will be nothing like the large-scale shortages of last year.

Best possible car utilization vital

Whichever side of the picture you look at, the underlying fact remains that it is highly essential for railroaders (and shippers) to get the maximum possible utilization out of every available car. Any shortage, spot or general, means lost ton-miles and lost revenues for the carriers. For shippers, it means delay, inconvenience and possible loss of business. For both, it could mean Commission-prescribed rules which neither would like. Such rules are a definite possibility as the Ex Parte 241 investigation is continued. Their extent and nature may very well be determined by what happens in the next five months.



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. . . says Palmer Bayer, Vice President and General Manager

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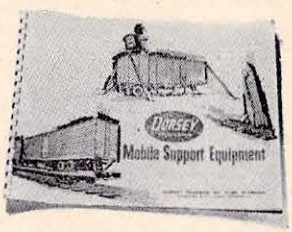

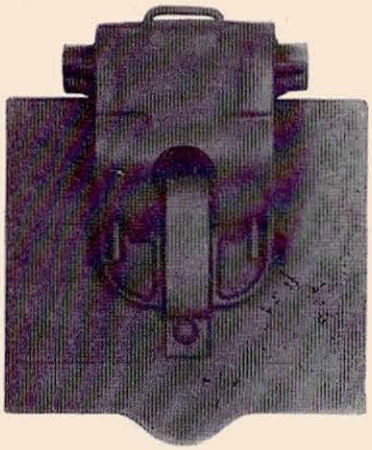

A journal box lid

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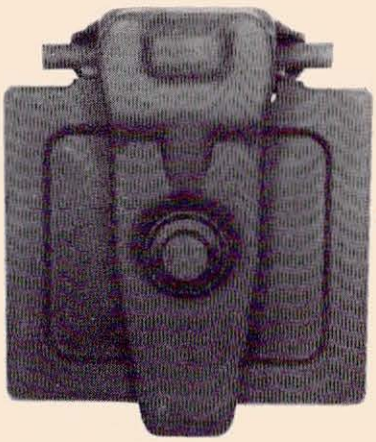

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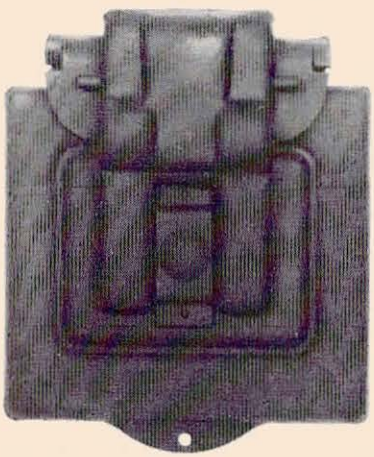

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C&NW sells RI holdings

For the second time in less than a year, Chicago & North Western has sold off a major block of stock in another railroad. The first time—when C&NW disposed of its Gulf, Mobile & Ohio holdings last September—there was a reason advanced: North Western wanted to concentrate its resources in back of its effort to obtain control of Rock Island. Now, however, C&NW has sold its entire holdings in Rock Island—with no reason given.

Sale of the Rock Island stock was one of two financial moves announced almost simultaneously by North Western —two moves that will add $13,250,000 to the road's coffers. Thus far, C&NW hasn't said what it plans to do with the money—$6,250,000 from the RI sale and $7,000,000 from the sale of 66 acres of land on the Lake Michigan waterfront in downtown Milwaukee.

• **Down to specifics.** On one point connected with the Rock Island stock transaction, North Western is being both specific and emphatic. The sale, says C&NW, "does not indicate in any way a lessening of the North Western's interest in the Rock Island or of its intention ultimately to unify with it. North Western intends vigorously to go forward with its offer for control of the Rock Island either as the offer is presently constituted or as it may be amended in the future, and it intends with equal vigor to oppose the Union Pacific's competing proposal."

The big question: Why? North Western says it's still interested in acquiring control of Rock Island—and will continue to fight UP's competing bid.

New C & N W offer?

North Western held 214,000 shares of RI common. No indication was given as to how the sale price compared with what C&NW paid for the stock. (Last September, when C&NW sold approximately 135,000 shares of GM&O, it was reported that the sale brought a profit of slightly more than $2,100,000.)

Next question to be raised in connection with the C&NW-UP fight for control of RI is whether North Western will actually sweeten its offer to Rock Island shareholders—as Union Pacific has already done. C&NW spokesmen have been noncommittal since UP came up with its new offer—the reference to possible amendment of the offer in North Western's stock-sale statement is virtually the only hint C&NW has given out, though most observers have been expecting the road to jack up its bid.

• **C&NW vs UP.** As matters stand, North Western is offering $5 cash, 0.2778 share of C&NW and a $30 par value income bond for each share of Rock Island. Union Pacific's current offer is one share of a new $1.80 preferred stock for each RI common share. The preferred would be convertible into 0.85 share of UP common. In addition, UP would pledge a cash dividend to Rock Island holders who agree to the exchange. Holders would be guaranteed a $1.80-per-share dividend for three years from date of the offer.

Until Union Pacific upped its offer late in May, the RI situation had one road, North Western, bidding for control and the other, UP, trying for a merger. Now, however, UP is going for control first and merger, maybe, later. Union Pacific's current bid provides that the offer will be binding when holders of one-third of RI's shares sign up. If two-thirds agree, merger will come about.

(Apparently unaffected by the latest maneuverings in the RI case is North Western's bid for a merger with Chicago Great Western—a proposal announced at about the same time UP changed its offer for RI shares.)

• **Monon makes a pact.** C&NW wasn't the only midwestern road to make stock-market news last week. Monon did it, too—not by selling but by agreeing not to buy additional shares of Chicago South Shore & South Bend.

The agreement has the effect of delaying litigation in U. S. District Court in Chicago until September, when a hearing will be scheduled on a CSS&SB suit against Monon and a number of its officers. South Shore's aim is to get an injunction barring further stock purchases by Monon until the ICC determines the legality of previous purchases.

Unknown quantity

Monon has indicated it holds about 60,000 shares of CSS&SB. But South Shore has charged that an additional 65,000 shares are held by "friends of the Monon." The total—125,000 shares —would represent about 40% of South Shore's outstanding stock.

• **ICC stays out.** District Court Judge Abraham L. Marovitz had suggested that CSS&SB ask the ICC to file for the injunction barring further Monon purchases. But the Commission indicated it would not intervene, and the agreement between counsel for the two roads was then worked out.

As part of the suspension agreement, Monon also dropped a request for a list of South Shore shareholders.

With further activity in court suspended for the summer, next moves in the stock dispute will probably come in Washington, before the ICC. South Shore filed a complaint with the Commission late last month, asking that Monon and a number of officers and directors named as defendants be required to divest themselves of CSS&SB shares. Monon is scheduled to file its reply by July 1. ■

WATCHING WASHINGTON WITH WALTER TAFT

TAFT

● **CLARENCE F. LEA,** who died recently in Santa Rosa, Calif., was a familiar figure to railroaders some 25 years ago. As a Congressman from California, he provided leadership which steered the Transportation Act of 1940 through the House of Representatives. He was then chairman of the House's Committee on Interstate and Foreign Commerce, and the bill which became the 1940 Act was the Wheeler-Lea bill.

Wheeler is Burton K. Wheeler, former Senator from Montana and chairman of the Senate Commerce Committee. He now practices law in Washington. Mr. Lea was 89 years old at the time of his death. He retired 10 years ago, after completing his Congressional service in 1948 and spending the next five years as director of government relations for the Transportation Association of America.

THE 1940 ACT effected the most comprehensive revision of the Interstate Commerce Act that had been made in 20 years—since enactment of the Transportation Act of 1920. Most important of its many substantive provisions were those which brought domestic water carriers under regulation for the first time.

LIKE CURRENT PROPOSALS, such as the Harris bill, the Wheeler-Lea bill came in an aftermath of White House interest in transportation problems. Also, like the present proposals, provisions of the Wheeler-Lea bill became quite controversial. The present proposals, in fact, are more advantageously posed, having the benefit of Presidential endorsements. They are responsive to the late President Kennedy's Transportation Message, which has been endorsed by President Johnson.

WHITE-HOUSE INTEREST in the 1940 Act was more neutral. While the Wheeler-Lea bill was shaped up on the basis of reports by Presidential committees, those reports did not have Presidential endorsements. They were sent to Congress by the late President Roosevelt with messages of the do-with-these-what-you-will variety.

THOSE PRESIDENTIAL COMMITTEES were the Committee of Three and Committee of Six. The former consisted of three members of the ICC—the late Walter M. W. Splawn, the late Joseph B. Eastman and Charles D. Mahaffie. The Committee of Six was a management-labor group consisting of three railroad executives and three leaders of railroad labor unions.

THE RAILROAD EXECUTIVES were the late Carl R. Gray of the Union Pacific, the late Ernest E. Norris of the Southern, and Martin W. Clement of the Pennsylvania. The labor leaders were the late D. B. Robertson of the Brotherhood of Locomotive Firemen & Enginemen, B. M. Jewell of the Railway Employees Department, AFL-CIO, and George M. Harrison of the Brotherhood of Railway Clerks.

THE LEA-WHEELER WIN didn't come quickly or easily. What became the Transportation Act of 1940 started out as the proposed Transportation Act of 1939. So the delayed action on the Harris bill (RA, June 22, p. 38) seems to be history repeating itself.

IT TOOK ZEALOTRY on the part of Congressman Lea and Senator Wheeler to get the 1940 Act passed. As the former Senator has said of the present proposals, someone on each of the two Congressional committees "has got to take them up and stay with them."

PRR buys control of Texas firm

The Pennsylvania last week took what Chairman Stuart T. Saunders called "a major step in [PRR's] long-range program of diversification." For a reported price of $12 million, the Pennsylvania Company—a PRR subsidiary—bought controlling interest in the Great Southwest Corp. of Arlington, Tex.

Purchase of more than 500,000 shares of Great Southwest stock—about half of the outstanding shares—was announced jointly June 24 by Mr. Saunders and Toddie L. Wynne, chairman of the Texas-based real estate development firm.

● **Big potential seen.** Mr. Saunders expressed confidence in the "exceptional growth potential" of Great Southwest. In the fiscal year ended last Sept. 30, the company reported earnings of $1,552,445—$1.44 a share—on revenues of $13,307,085.

Great Southwest's principal property is a 6,500-acre industrial park midway between Dallas and Fort Worth. The company also operates warehousing facilities, a luxury motor hotel and a 115-acre family recreation area featuring "Six Flags Over Texas," a Disneyland-type amusement park.

Chief element in the real estate complex is the Great Southwest Industrial District, of which 819 acres have been fully developed. More than 120 industries have plants, offices and other facilities in the district.

The Saunders-Wynne announcement said plans are well advanced for development of 240 acres as a commercial area for retail shops, including a 100-acre regional shopping center with approximately 1 million square feet of store space surrounding an air-conditioned mall. First stage in this project will be completed in 1966.

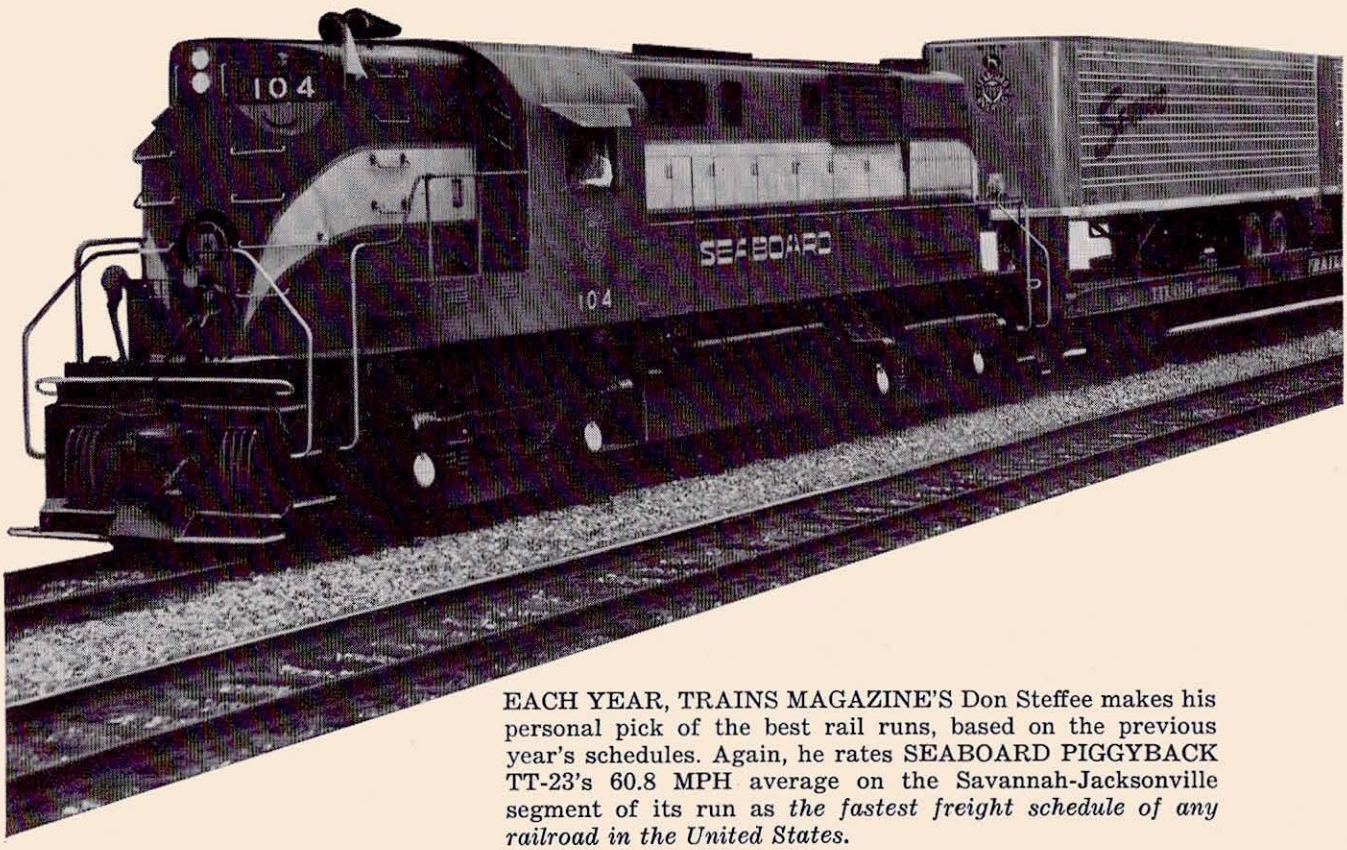
● **Separate operation.** Mr. Saunders said Great Southwest will be operated as a separate entity. He added: "We regard the management of Great Southwest as excellent."

The Great Southwest purchase represents the second big diversification move of the Pennsylvania in recent months. Last December the PRR announced acquisition of 30% of the stock of Buckeye Pipeline Co., a 7,500-mile oil carrier; and subsequently Mr. Saunders announced that PRR would acquire 100% ownership of the pipeline company (RA, Feb. 17, p. 23). ■

Trains
THE MAGAZINE OF RAILROADING

Says:

"For the second year Seaboard TT-23 rated fastest freight schedule!"



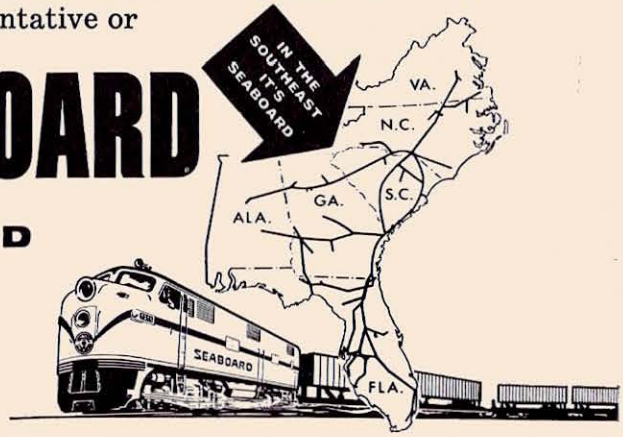
EACH YEAR, TRAINS MAGAZINE'S Don Steffee makes his personal pick of the best rail runs, based on the previous year's schedules. Again, he rates SEABOARD PIGGYBACK TT-23's 60.8 MPH average on the Savannah-Jacksonville segment of its run as *the fastest freight schedule of any railroad in the United States.*

Fast Piggyback schedules, combined with excellent equipment and terminal facilities, account for the tremendous growth of Seaboard's Piggyback service from and to the progressive Southeast.

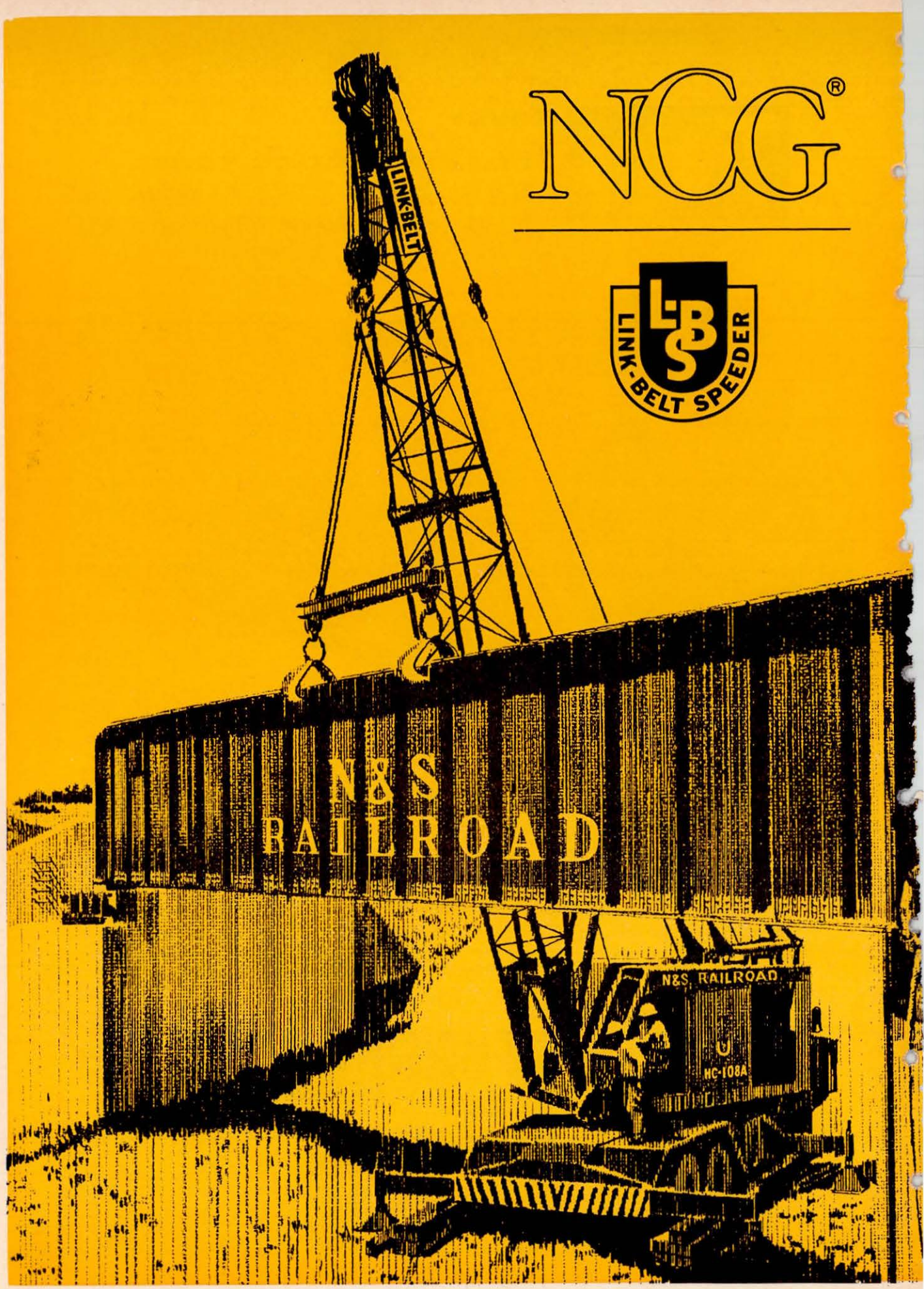
If you are not already benefiting from Seaboard Piggyback, get full information from your nearest Seaboard representative or

Robert L. Mott
Manager TOFC Traffic
Richmond, Va. 23213

SEABOARD
AIR LINE
RAILROAD



THE ROUTE OF COURTEOUS SERVICE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HC-108A

NCG NOW SERVES MAJOR RAILROADS AS A LINK-BELT SPEEDER DISTRIBUTOR

Link-Belt Speeder announces the appointment of the National Cylinder Gas Division of Chemetron Corporation as distributor to major U. S. railroads. NCG will represent the entire line of Link-Belt crawler — and rubber-tired shovels, cranes, backhoes, rail — and truck-mounted hydraulic excavators and diesel pile hammers.

Appointment of NCG as Link-Belt Speeder's national representative to railroads was made because of NCG's specialized knowledge and long experience in serving the railroad industry.

Sales will be handled by the NCG Railroad Equipment Department. Link-Belt Speeder regional distributors will deliver and service all machines sold by NCG.

Ask your NCG Railroad Equipment Department representative for complete details on Link-Belt Speeder products and policies.

NATIONAL CYLINDER GAS
RAILROAD EQUIPMENT DEPARTMENT

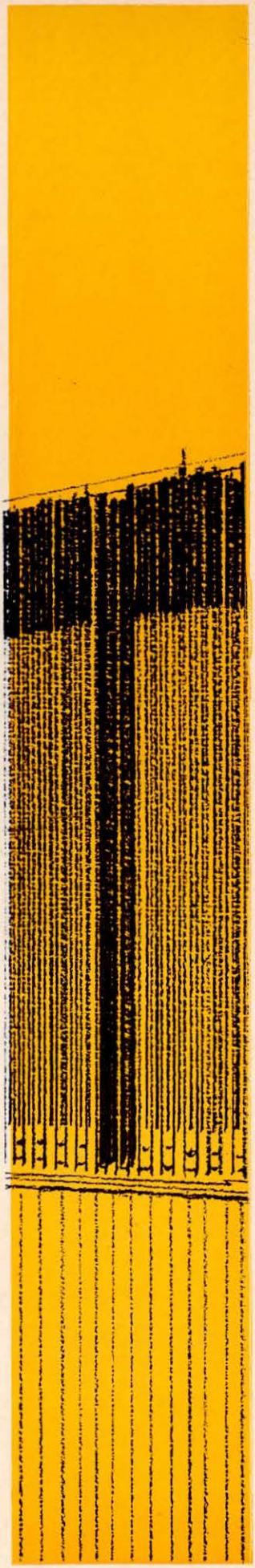
Division of CHEMETRON *Corporation*

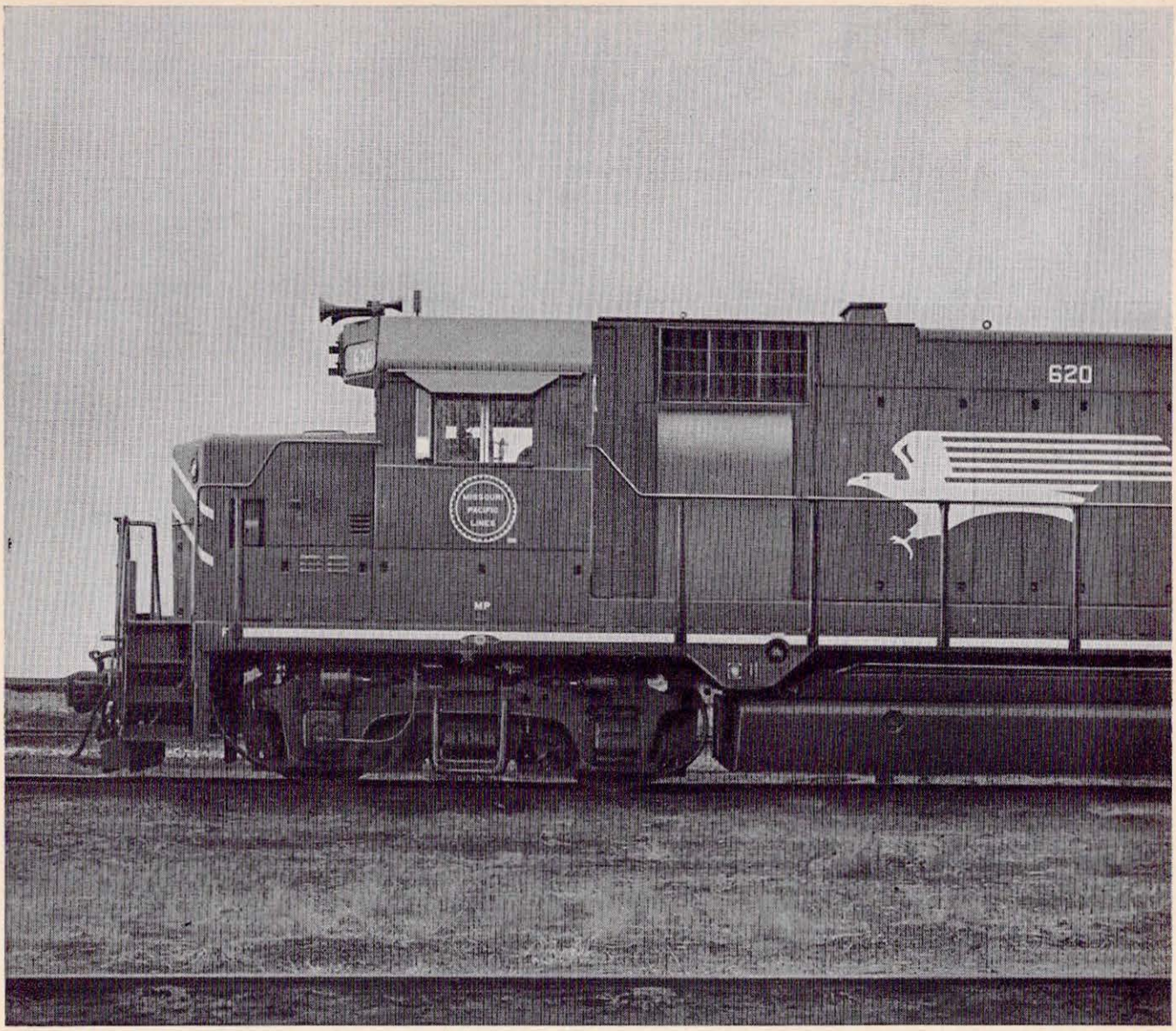
840 North Michigan Avenue, Chicago, Illinois

Power cranes and shovels ... All-hydraulic excavators ... Diesel pile hammers

LINK-BELT SPEEDER
CEDAR RAPIDS, IOWA

1259

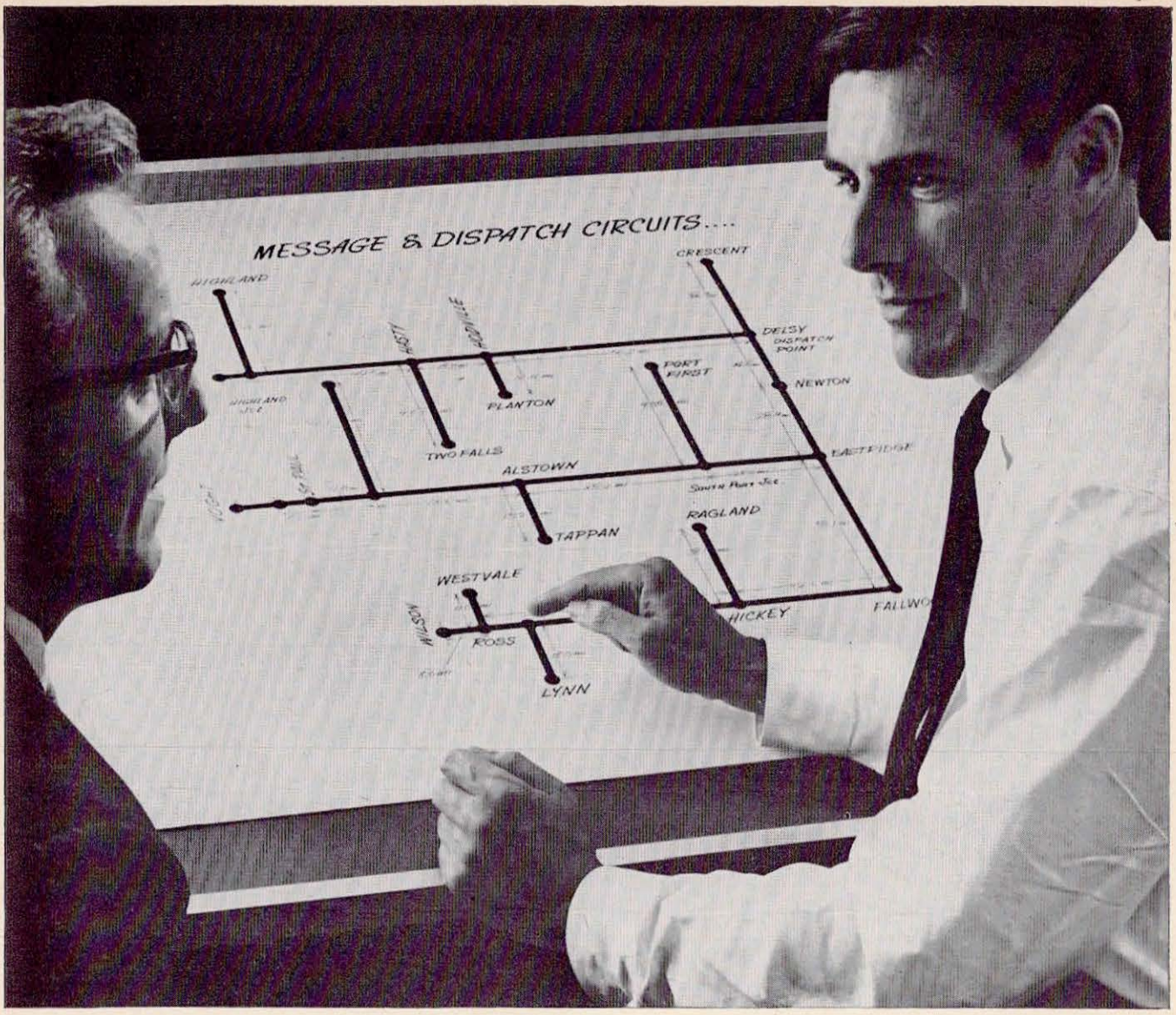




New profile... new power!

Take a good look. This big bruiser's one of MO-PAC's brand new GP-35 diesels... the last word in power and performance. Notice the profile? Strictly functional, paying off in maximum visibility. Biggest news, though, is the GP-35's efficiency: designed to operate with more hours on the road and less down time for maintenance. If you're a shipper, these GP-35s are more proof you can count on *service* from the railroad that's *on the move* in the West-South-Southwest... MO-PAC, The Route of the Eagles! (By the way, that fine feathered fellow going along for the ride is something new, too. We think this stylized insignia is one of the first painted designs, other than a railroad trademark, ever to appear on a diesel locomotive.)

MISSOURI PACIFIC
TEXAS & PACIFIC



UPGRADE your communication network with MESSAGE CIRCUIT DIALING

Let Stromberg-Carlson assist you in your modernization program by integrating your message lines for *system-wide* dialing.

Stromberg-Carlson message circuit dialing systems provide fast, unattended, economical communication to remote locations on your existing facilities to bring you a wide range of benefits. Here are just a few:

- All-tone system permits dialing over 30 db line without repeating.
- Type 60 selector system utilizes your present equipment and updates it for dialing.
- Equipment mounts on standard relay racks for easy installation.
- Provision is made for message stations to dial direct into a PBX for connecting to a local station; also for tandem dialing to a distant station on another message circuit.
- PBX stations can signal any message station by dialing assigned code or digits.

Those are the highlights. Get additional details from Industrial Sales Department, 128 Carlson Road, Rochester, N. Y. 14603

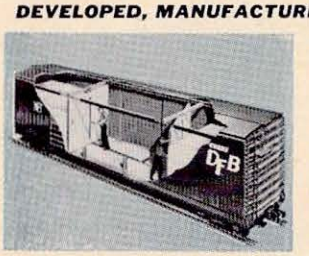
STROMBERG-CARLSON
A DIVISION OF **GENERAL DYNAMICS**

Tests in the food industry have proved

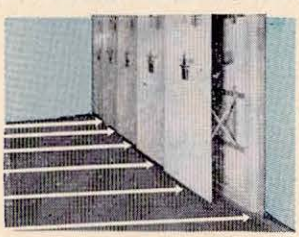
"SAVINGS PER CARLOAD AS HIGH AS $50 WHEN UNIT LOADS ARE USED"

Tests in the food industry show that *unitized loading* results in remarkable savings to shipper and receiver . . . as much as $50 per car in loading and unloading. And this figure covers only material handling savings, not the additional substantial savings resulting from damage-reduction and ability to load heavier. ▪ The damage-prevention equipment that has done most to make unitized loading possible and profitable are Evans DF®-B Bulkheads and Evans Adjustable Sidewall Fillers. Together these make the ideal combination for maintaining the unit load pattern which prevents damage in transit and insures quick and easy unloading at destination. ▪ It's the combination for railroads who want satisfied shippers, increased revenue per car, and reduced damage claims. It's ideal for shippers who want to load heavier, and faster . . . with greatly reduced damage to lading.

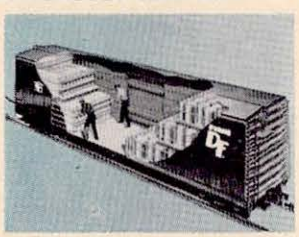
80 CARRIERS OWN OVER 115,000 FREIGHT CARS EQUIPPED WITH DAMAGE-PREVENTION DEVICES DEVELOPED, MANUFACTURED AND INSTALLED BY EVANS PRODUCTS COMPANY



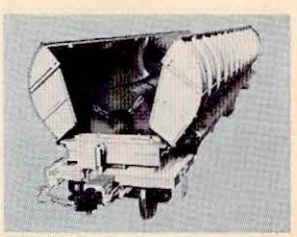
EVANS DF-B one-piece bulkhead equipment is today's most popular way to brace unitized lading. Easily operated by one man, it prevents damage to lading in transit.



EVANS SIDEWALL FILLERS reduce car width in numerous stages to prevent side movement of packaged or unitized lading. Permanently installed, each filler stores against car wall when not in use.



EVANS DF LOADER is a special cross-member device which locks high density or irregular lading for dunnage free, damage-free transit . . . America's most popular form of freight bracing.



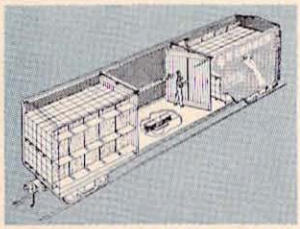
EVANS DFC COIL CAR, the first car especially designed from the rails up to safely transport coil steel, protecting it from in-transit damage as well as from the weather.

THIS COMBINATION MADE UNITIZED LOADING POSSIBLE
EVANS ONE-PIECE DF-B BULKHEADS
EVANS FULLY ADJUSTABLE SIDEWALL FILLERS

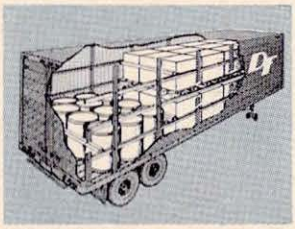
DF-B one-piece bulkheads travel the full length of the car to brace unitized loads anywhere in the car. Both bulkheads pivot and are stored out of the way opposite door for unobstructed loading. One man operates the bulkheads by means of a single lever. Each bulkhead can be positioned and locked anywhere in the car. These features are exclusive with DF-B Bulkheads made by Evans Products Company.

Evans makes a variety of sidewall fillers for use with all types of unitized loading systems. This permits railroads to meet shippers' varying needs, thus increasing two-way loading. These Side Fillers maintain the stability of unitized loads, prevent damage due to side sway and assure easy unloading with mechanical equipment. Evans Side Fillers store against the side wall when not in use.

For literature, write Dept. 46-A, Evans Products Company, 13101 Eckles Road, Plymouth, Michigan, 48170.



EVANS EELX cars (rolling laboratory, fact-finding test cars) contain DF-B Bulkheads, Adjustable Side Fillers, and the Hydra-Cushion Underframe. This equipment protects both car and lading.



EVANS TRUCK DF equipment permits full use of vehicle's capacity . . . often doubling the payload and reducing in-transit damage. It is used in many of America's leading fleets.

EVANS

TRANSPORTATION EQUIPMENT DIVISION

Plymouth, Michigan; Canadian Rep., International Equip. Co., Montreal

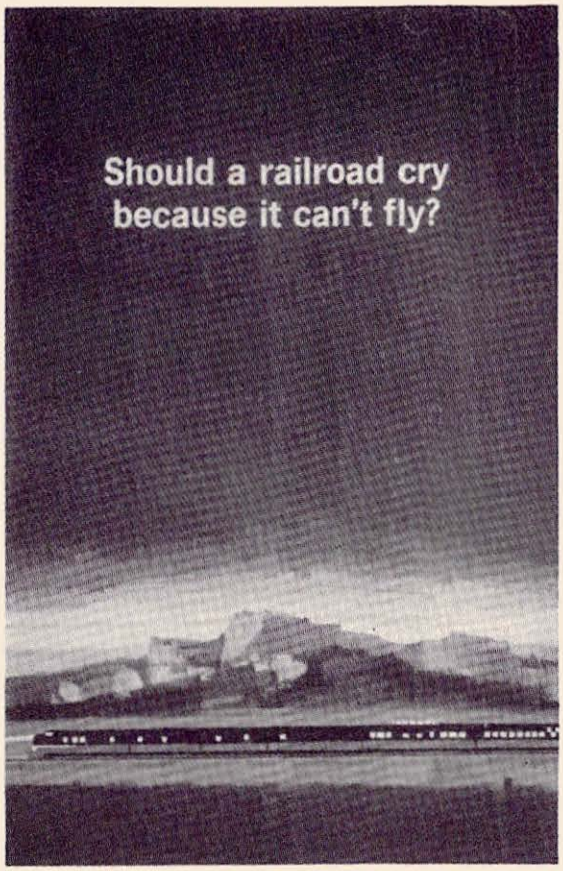
EVANS PRODUCTS COMPANY PLYMOUTH MICHIGAN

The "Kid Glove Treatment"!®

A WONDERFUL WAY TO RUN A RAILROAD

A. A. Morrison Co., Inc.
Salutes The Northern Pacific Railway
on the occasion of their
100th anniversary
by reprinting this famous ad.

This is one of over 2,000 box cars leased to the Northern Pacific by A. A. Morrison Co., Inc. after rebuilding by Greenville Steel Car Company



We have no time for tears—crocodile or the other kind—on the Northern Pacific. Frankly, we've been too busy taking out curves, boring new tunnels, welding hundreds of miles of rail and spending millions to keep our equipment the most modern in the world.

What a railroad *can* do best, we do. Our freight service is now one full day faster between Chicago and the Coast than it was a year ago. Passenger service is "tops" too. Northern Pacific's Vista-Dome North Coast Limited is one of the most delightful "name trains" in the country. And we've been taking such good care of business travelers that many who once went a-winging now regularly ride with us.

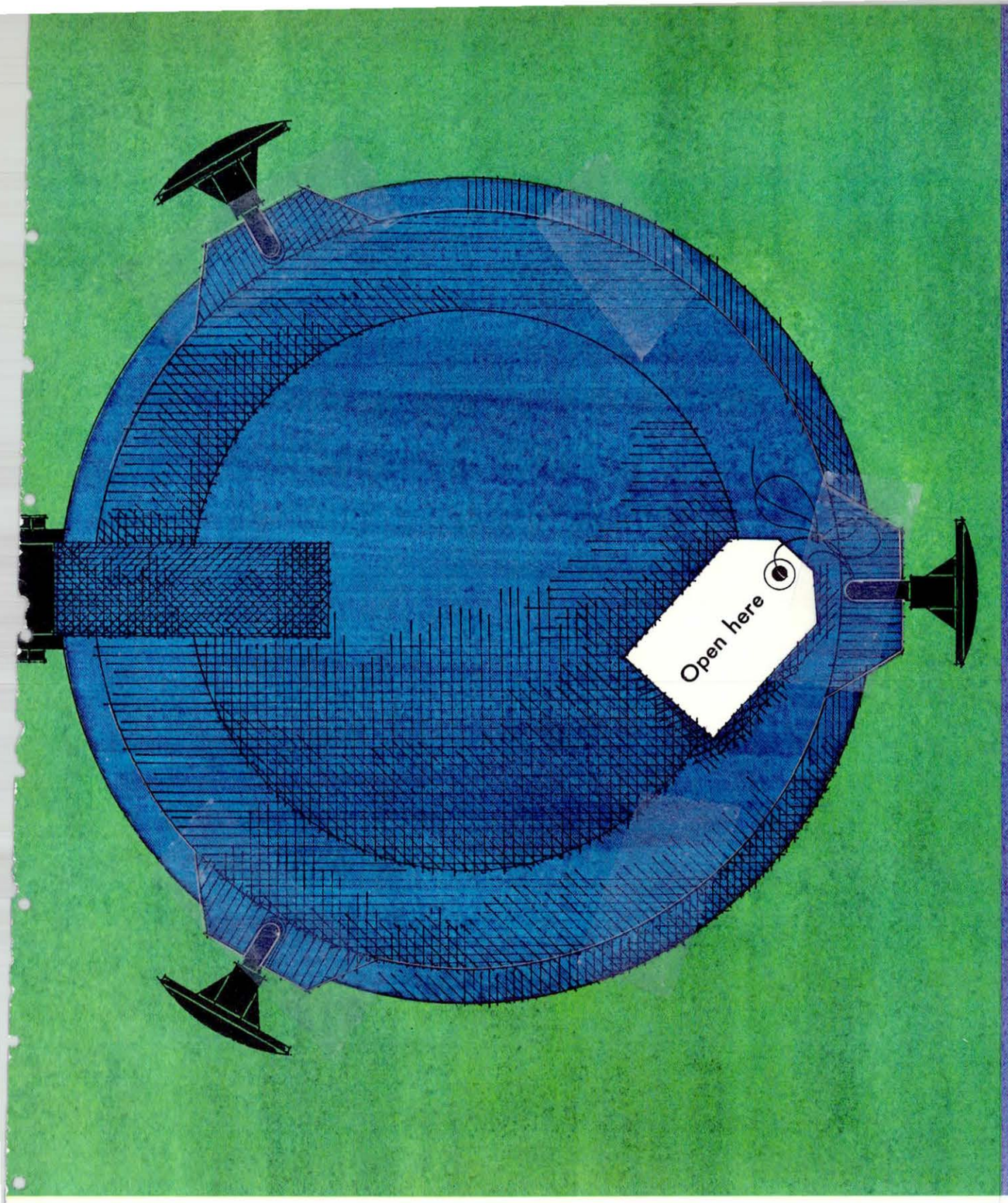
We invite you to rediscover, as they did, a simple fact. An NP trip may *take* a little more time, but it can *give* you time, too. Give you a rest, a break, a chance to unwind in an atmosphere that brings back the full meaning of relaxed, gracious travel. We think this is the way to run a railroad. And this is the way we run the Northern Pacific.

Northern Pacific Railway
CHICAGO • TWIN CITIES • BILLINGS • SPOKANE • PORTLAND • SEATTLE

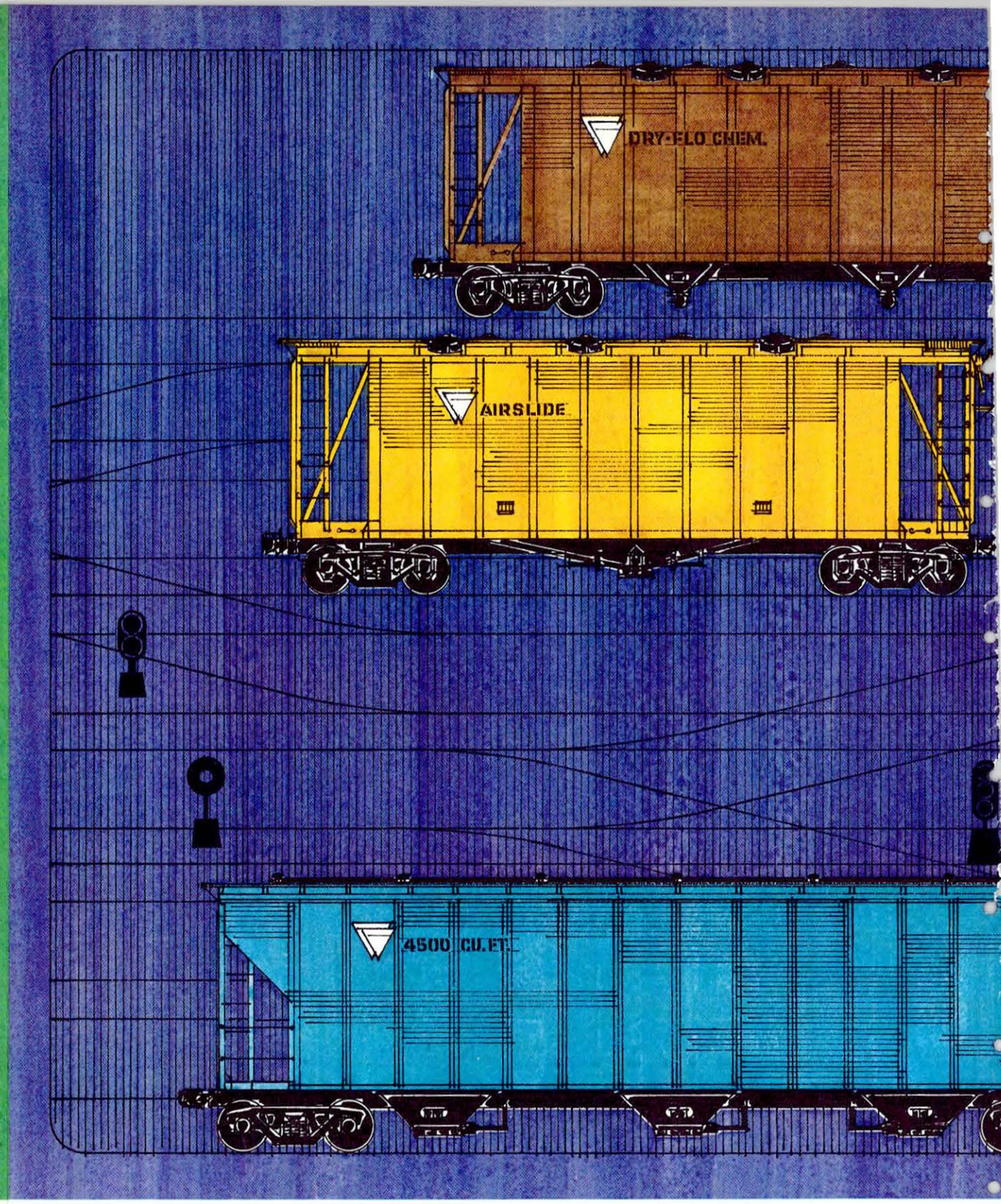
A. A. MORRISON CO., INC.

120 Delaware Avenue • Buffalo, N. Y. 14202
Phone: Area Code 716-854-7713 • Lessors of railroad freight cars

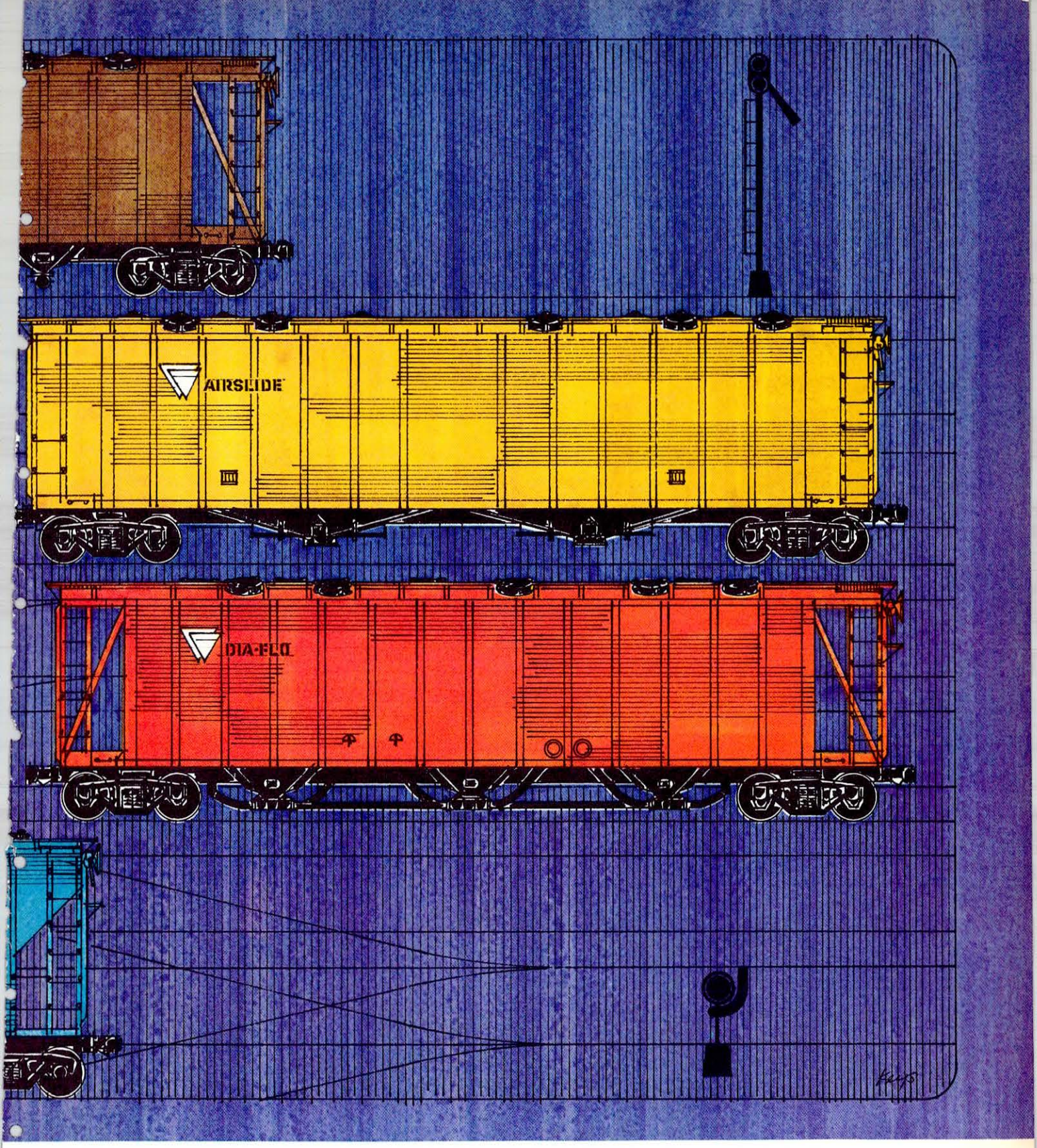
4862-GS



Loading most covered hopper cars
is as easy as opening the hatch above.

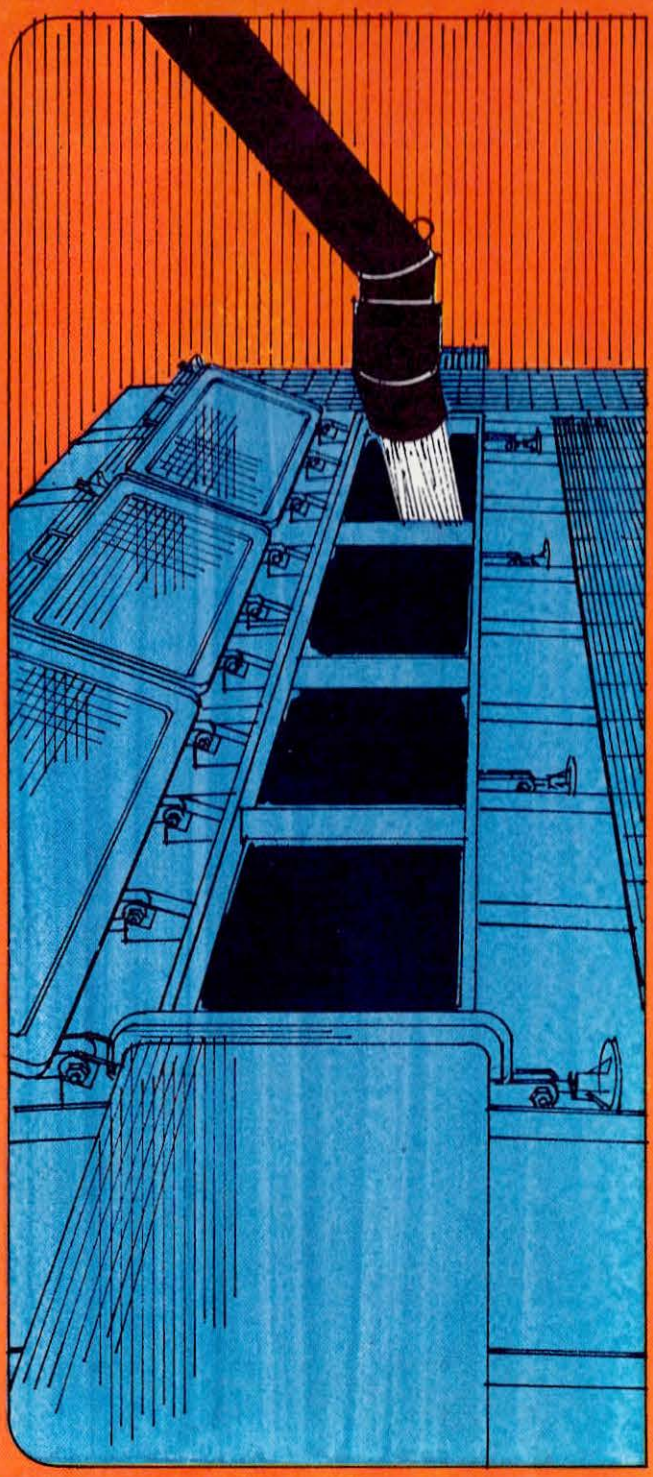


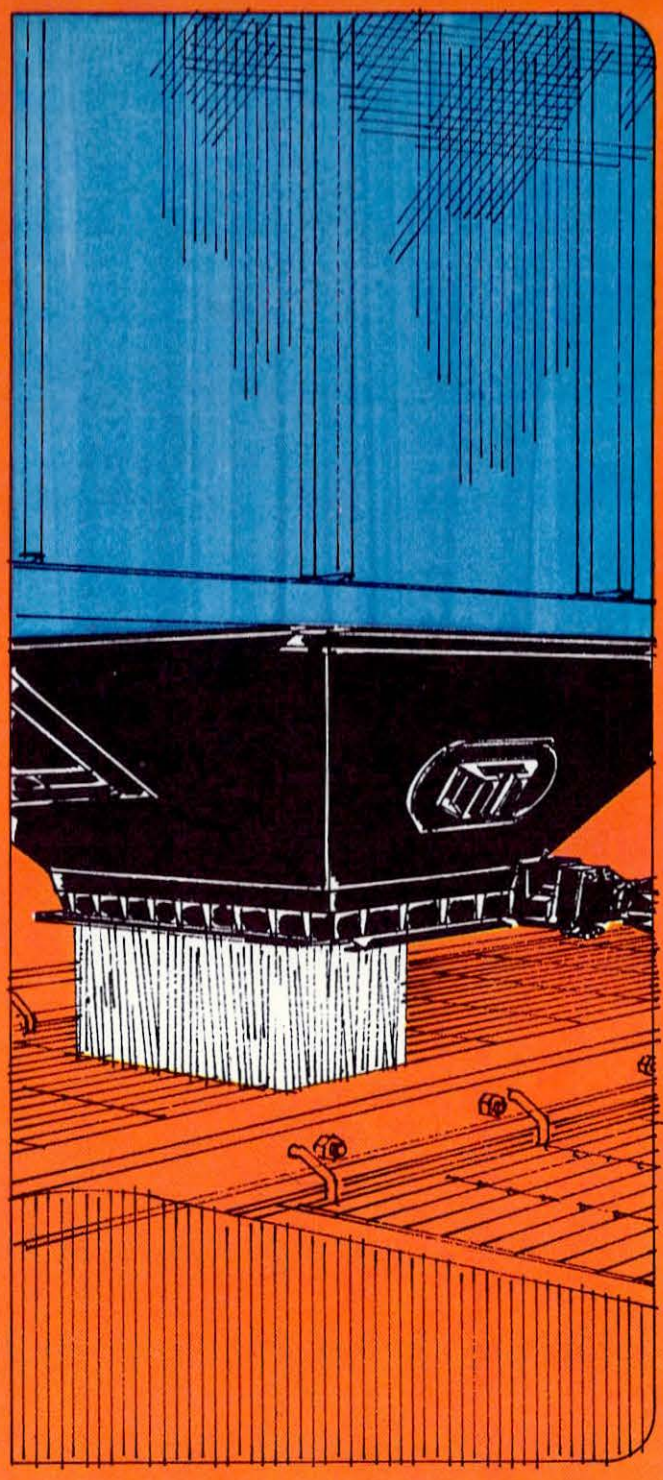
Unloadability is built into every covered hopper car by General American.
And now we've built easier-than-ever loading into a big new 4500 cubic footer!



Bulk shipping with General American covered hopper cars is more practical and economical from beginning to end. Airslide® Cars in 2600 or 4180 cu. ft. sizes keep ladings like flour, sugar and starch from bridging or packing. Dia-Flo® Cars unload malt, rice, brewer's grits automatically. Dry-Flo Chem® Cars for pelletized chemicals unload into any pneumatic conveying system. New 4500 Cu. Ft. Hopper has one continuous loading trough, six separate trough covers, three big discharge outlets. General American makes a full line of covered hoppers, loaded with versatility and unloaded with ease. All to help railroads get more traffic on the rails.

For more big news about easy load handling just turn the page . . .





One continuous loading trough, six separate trough covers! With three big discharge outlets!

General American's new 4500 cu. ft. covered hopper is a big industry first. Designed for maximum payloads. Car has three compartments. One continuous loading trough permits uninterrupted loading of entire car. Selective opening of trough covers allows loading of one compartment at a time, with others protected from weather. Three big 24"x 50" center gravity discharge outlets to speed unloading. Discharge gates easily operated from either side. For more information about the right car for your job call Chicago, FInancial 6-4100. Or write us for complete details.

Freight Car Division

GENERAL AMERICAN TRANSPORTATION CORPORATION

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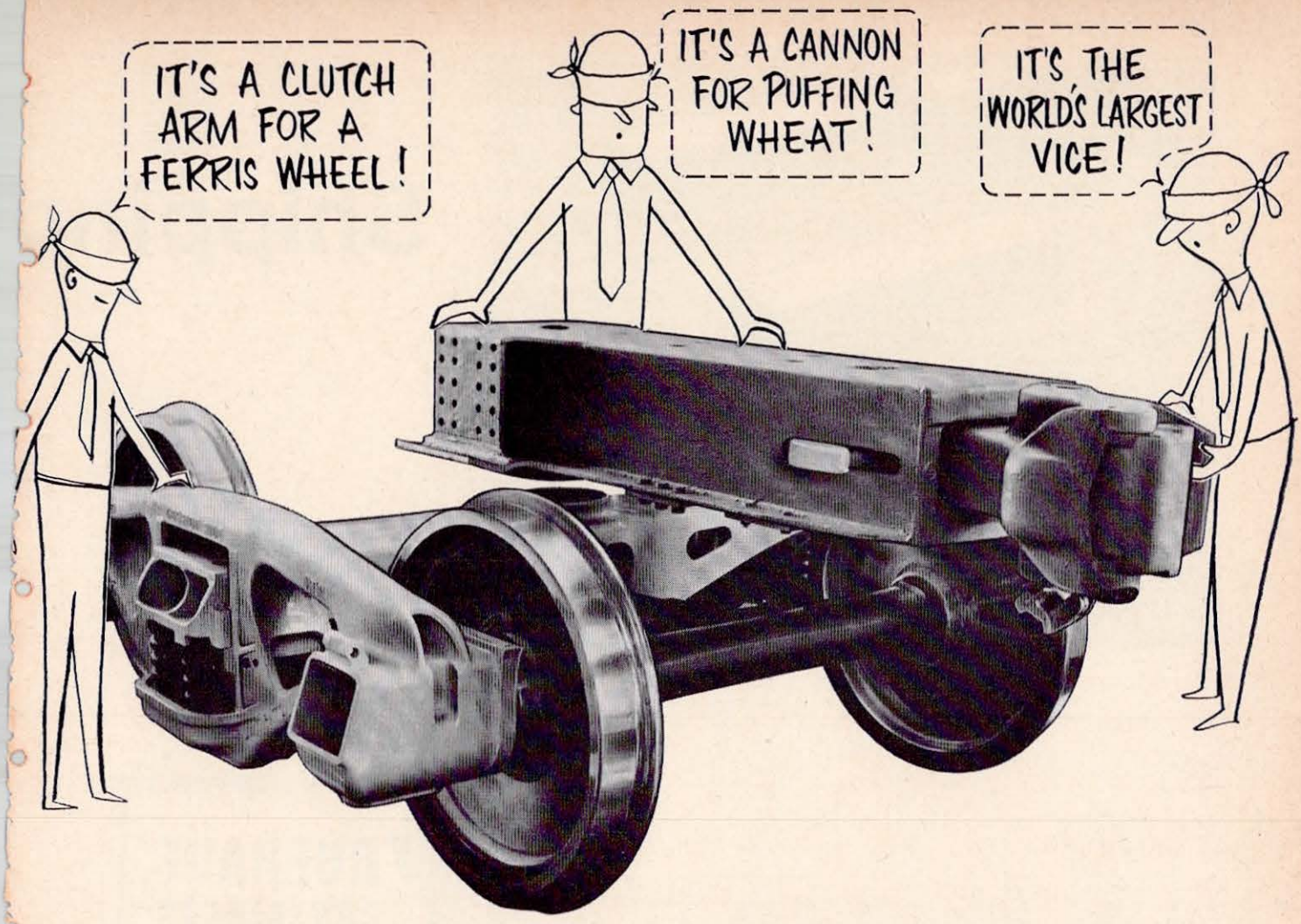


If you were blindfolded
Could You Name It?

Most railroad men could. Even blindfolded. They'll tell you it's a Buckeye C-R (Cushion Ride) Truck, Draft Arm, Coupler and Yoke.

Do you know its application? The Buckeye C-R Truck, as well as other improved freight car trucks, are furnished by Buckeye in all capacities to America's major railroads. The Coupler and Yoke are standard AAR type. The Draft Arm design can be supplied to suit various types of car construction.

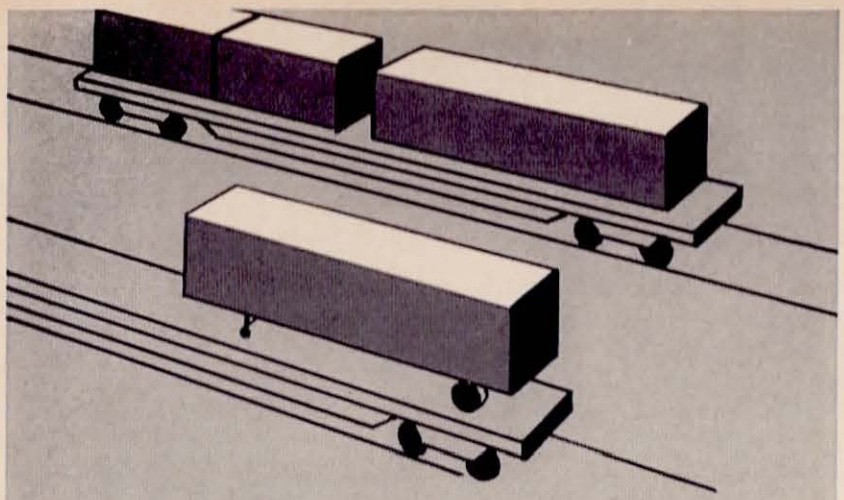
Buckeye engineers were directly involved in the design of these castings. They are available to assist you in any casting design or application. The versatility of Buckeye production provides you with one source for steel castings. In a nut shell — If you need steel castings — Go Buckeye. *We might even be able to do the job for you blindfolded.*

Buckeye is America's most versatile producer of freight car castings

THE
BUCKEYE
STEEL CASTINGS CO.

Columbus, Ohio • Chicago, Ill. • St. Paul, Minn.
Westfield, New Jersey • San Francisco, Calif.

Refer Adv. No. 268

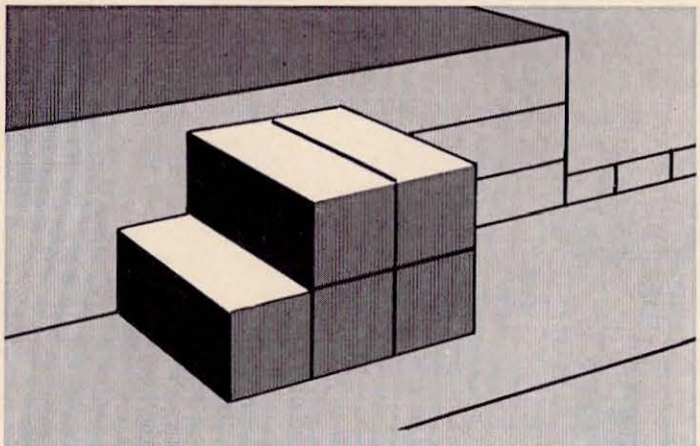


Fruehauf Containers are designed to lend themselves readily to lift-on or drive-on techniques of piggyback or container rail transportation.

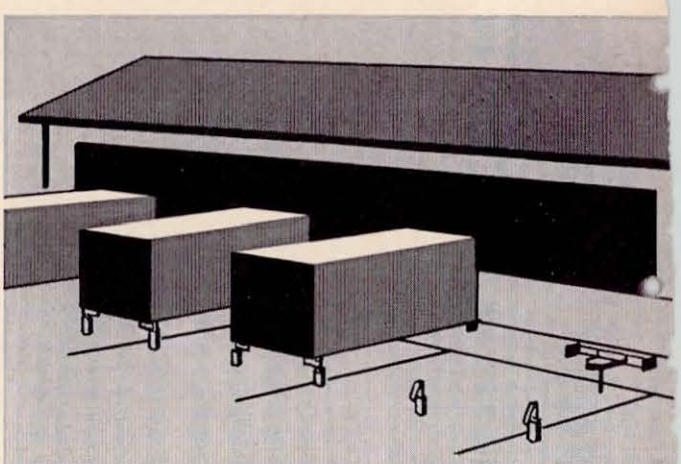
Shipping

FRUEHAUF CONTAINERS

"ENGINEERED TRANSPORTATION"—The Key to Transportation Savings



The stackability of Fruehauf Containers saves yard and floor space, greatly increases storage capacity of terminal and warehouse facilities.



Fruehauf Containers accelerate movements at terminals, eliminate handling at docks, permit faster shuttling and greater equipment utilization.

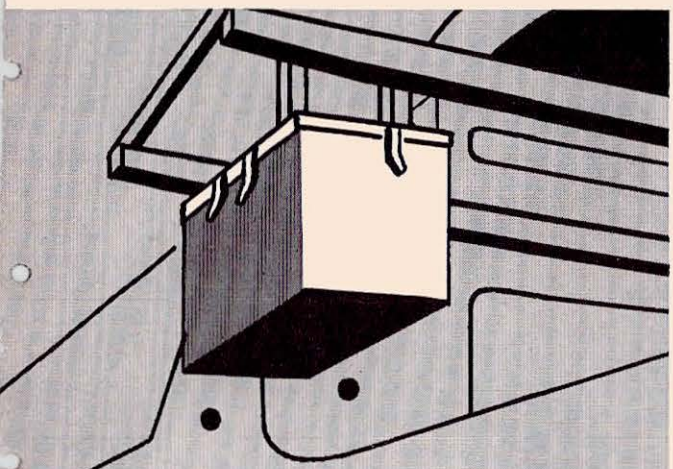
in the modern mode . . .

CONTAINERS by FRUEHAUF

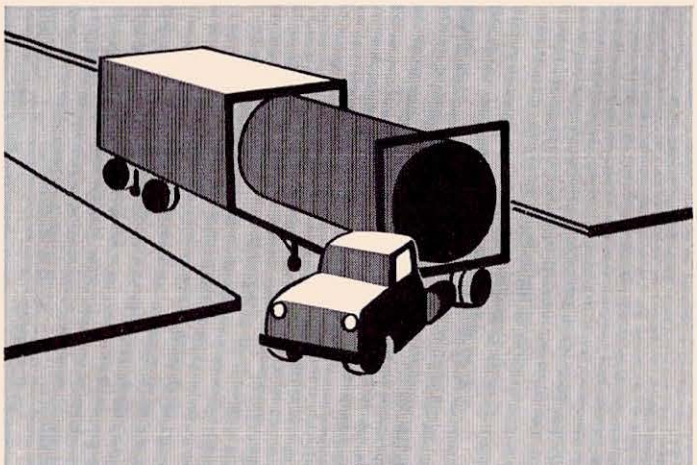
The modern mode of shipping—in Containers by Fruehauf—offers new efficiency, new safety, new economy—and great flexibility. It eliminates the loading and unloading at break-bulk points that go with conventional shipping methods. Because it provides sealed, through shipments, it also does away with most of the costly claims for damage and pilferage.

Whatever you ship—wherever you ship it—you'll find it most profitable to look into the advantages offered by shipping in the modern mode—in Containers by Fruehauf. Your Fruehauf representative can tell you all about them!

FRUEHAUF TRAILER DIVISION ▪ FRUEHAUF CORPORATION
10943 Harper Avenue ▪ Detroit 32, Michigan



Designed for quick, easy handling by conventional ship's gear or special container cranes, Fruehauf Containers speed loading and unloading.



Fruehauf Container types include tank, insulated, dry freight, platform, or any combination thereof, for hauling all kinds of commodities.

These double doors are 20 ft wide

yet one man can easily open them because they're built of aluminum

Railroads have solved a loading and unloading problem by putting 20-ft wide double-plug doors on their mammoth new cars. Aluminum doors cut maintenance costs, reduce down time, last the life of the car and open up exciting new concepts in shipper-pleasing innovations. Two fork-lift trucks can operate in these giant openings at the same time.

Interested? Alcoa works continuously with America's railroads, car builders and shippers to develop weight-saving answers to heavyweight problems by using *aluminum . . . what can we do for you?* Call your nearest Alcoa sales office. Or write Aluminum Company of America, Railroad Division, 1765-F Alcoa Building, Pittsburgh, Pa. 15219.

*Load-bracing aluminum bulkheads are installed in these cars to protect bulky auto-parts racks. Of giant proportions, these bulkheads can be operated by one man because they are built of aluminum.

ALCOA BRINGS YOU AMERICA'S FINEST NEWS SHOW . . . **THE HUNTLEY-BRINKLEY REPORT**, ON NBC-TV

ALCOA

GN mainline at Red Eagle, Mont., was completely submerged by the flooding middle fork of the Flathead River.

FLOOD-HIT GN comes back fast in Montana

The Great Northern has moved quickly to restore the nearly 75 miles of its transcontinental line knocked out by Rocky Mountain rivers. Swift action by GN engineers, plus help from railroad neighbors, were basic elements in the huge restoration job.

Photos on cover and above by Mel Ruder, editor, Hungry Horse News, Columbia Falls, Mont.

Great Northern's first sight of the nightmare that swirled down the eastern slopes of the Rocky Mountains was at 5:25 a.m. on June 8.

An 88-car eastbound freight train east of Essex, Mont., derailed because of a washout. After that, swirling, stormy flood water tore through the Glacier National Park area of Montana destroying practically everything in its path.

Now, three weeks later, things are pretty grim in Montana. The state is still adding up the flood's toll in human lives and property. Mopping-up operations and repairs to the communities and highways, bridges and other installations have hardly begun.

● **GN moves fast.** But, Great Northern, which had nearly 75 miles of its transcontinental line knocked out, is almost back in operation. While Montana communities and highways may be months getting back to normal, GN's recovery from the over-$3-million blow dealt it by the flooding Montana rivers is largely complete—thanks to traditional railroad preparedness for disaster and to the swift action of GN engineering forces plus help from GN's railroad neighbors.

With losses in the region running to tens of millions of dollars, President Johnson declared the affected Montana counties a disaster area. Federal, state and local officials began setting up meetings to plan action for mopping up and for repairing the destroyed bridges, washed out highways and ruined communications lines.

While other agencies planned, GN's forces were already hard at work bringing in the machinery, supplies and men needed to put 75 miles of railroad back in business.

"We're gunning for a July 1 date—to have the GN back in operation," noted a GN spokesman. GN, only a day or two after the flood, had already taken steps to serve the flood-stricken region. By June 11 the railroad was operating stub passenger trains to communities west of Havre to Glacier Park and between Spokane and Whitefish, Mont.

● **The rains came.** The disaster started when a severe storm in the northern Rockies dumped over eight inches of rain over a large area of the Continental Divide on June 6, 7 and 8. The storm came at a time when the ground was already saturated with runoff from melting snow. Reservoirs in the region were already filled. Runoff from the territory's tributary streams

Magnitude of the task confronting Great Northern engineering force after the flood waters receded is shown in these photograp

and from the slopes to the south hit the main rivers at about the same time. Predictably, the resulting water flows flashed eastward with devastating results for the region generally and the GN particularly.

In the stretch of GN track known as the Belton Canyon line, GN took a terrific beating from the flood waters. The canyon is comparatively narrow and the water reached a record height during the flood's June 8 and 9 crest period. One of the tunnels on the line was completely filled to the roof, 26 feet above the top of the rail—leading to estimates that the water level of the Flathead River at the peak of the flood was more than 50 feet above normal.

West of Summit, the flow of streams from the mountainsides was beyond the capacity of GN's culverts, flumes and other protective devices in the region. There was severe damage to the railroad's track in three miles of the 14-mile line, with two additional miles of weakened embankments.

● **Damage listed.** While GN engineering forces will not be able to spell out all the damage for some time, a preliminary rundown on the flood damage indicated this:

—From Summit to Belton—a distance of 45 miles—there were seven washouts. The washouts were from 200 to 1,200 feet long and were from 15 to 80 feet deep.

—An eighth washout occurred west of Belton, near Columbia Falls.

—Tunnels in the Belton Canyon line were filled with logs, ties and other debris. For a two-and-one-half mile stretch in this segment of its line, the GN line was scoured down to bedrock.

—None of the GN's bridges in the flooded main line area was damaged beyond minor scouring of pedestals.

● **Officers survey damage.** GN's recovery program began even as the rampaging middle fork of the Flathead River was cresting. Three top GN officers arrived in Glacier Park June 9.

GN President John M. Budd, Operations Vice President Thomas A. Jerrow, and Chief Engineer George V. Guerin were airborne in a small plane an hour after their arrival in the stricken area, surveying the miles and miles of damaged tracks and other facilities. At the same time, Charles M. Rasmussen, GN's general manager, lines west, also was making aerial reconnaissance flights from temporary western headquarters at Whitefish, Mont., a subdivision point. Messrs. Budd and Guerin later made daily surveys by helicopter.

● **Pole lines down.** Complicating the planning needed to start coping with the emergency was the need faced by GN officers for improvising their communications to all points—and to neighboring railroads—for the men, equipment and material needed to repair the damage. GN telephone poles were, in some places, under water. For miles they were out of operation just like the track. Communications between the GN's flood-separated command posts were by commercial facilities still in operation.

Highways in the region were washed out, too, complicating not only communications but also the movement of repair forces into the territory. U. S. Highway No. 2, for instance, was washed out so severely that authorities say it will be out for most of the summer.

● **GN mobilizes forces.** Even before the flooding rivers crested, Messrs. Jerrow and Guerin and their staffs were ordering repair equipment and manpower into the area. By June 11, rehabilitation work began westward from Summit and eastward from the Columbia Falls area. Within hours after the waters subsided a force of 300 men was working around the clock restoring the GN line between Glacier Park and Belton.

Equipment in operation repairing GN facilities in the flooded areas included 30 bulldozers, four 1½-yard shovels, eight 10-yard dump trucks, three 40-ton on-track combination cranes and three work trains.

Chief Engineer Guerin's estimates of the materials GN will use to restore the flood-wrecked lines are: 1,000,000 cubic yards of rock and earth fill; 17,000 cubic yards of crushed rock ballast; 100,000 cubic yards of rip rap; 5,000 lineal feet of 24-inch to 60-inch culvert pipe, six miles of signal and communications lines and three miles of track materials, including ties, rail, tie plates, rail anchors, spikes and other materials.

● **Three-week project.** A GN spokesman estimated—on June 19—that the cost of putting the road's main line back into service, and the subsequent restoration of the roadbed to pre-flood conditions, and the expense of rerouting trains, would be well over $3 million. "All Great Northern's dough," he pointed out.

While the Glacier Park area was where GN was hardest hit the week of June 7, the railroad was also having flood trouble on widely separated lines elsewhere. GN's secondary lines between Shelby and Great Falls, Havre and Great Falls, Great Falls and Helena and Great Falls and Billings were damaged by the flooding of the Missouri, Teton and Marias Rivers. The flooding, however, resulted in comparatively minor damage to tracks and bridges and necessitated shutdown of train operations for only short periods of time.

● **Trains diverted.** During the emergency period of the last three weeks, GN's transcontinental freight and pas-

Roads in the region were washed out, which complicated communications and movement of repair forces into the territory.

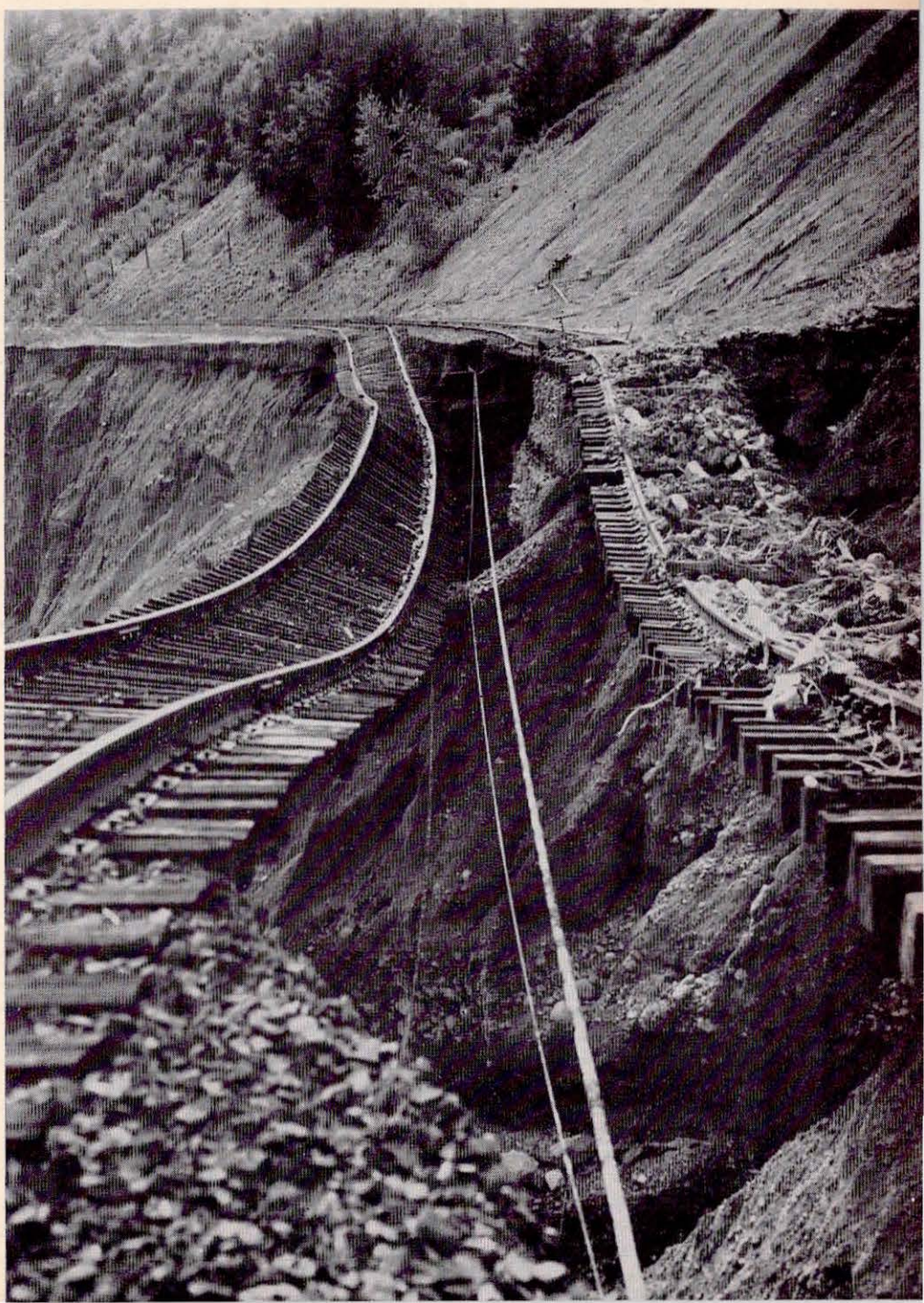
senger trains were rerouted from Havre to Helena via Great Falls and over Northern Pacific from Helena to Sandpoint, Idaho, a distance of 309 miles. Movement over GN lines was resumed at Sandpoint. Eastbound GN trains moved over the same route. During the GN's flooding problems on the Havre-to-Great Falls line, rerouting was via Sidney, Mont., and thence over NP tracks. Stub passenger trains served communities west of Havre to Glacier Park and between Spokane and Whitefish, Mont.

GN's fast recovery from the disastrous flood—in time to be able to help stricken communities still mopping up and digging out of the flood's wake—reflected what one region newspaper noted was "railroad ability to cope with disasters quickly." Another newspaper said, "While the highway department is standing still, GN is at work rebuilding."

Railroad neighbors helped

A GN spokesman was quick to point out the fact that aid from GN's railroad neighbors helped enormously. "We received very good help in many directions from individuals and concerns along our lines. Enormously helpful was the aid we got from Northern Pacific and other neighboring lines in the West."

● **Unprecedented flood.** The Hungry Horse News, published at Columbia Falls, Mont., noted the fact that GN, which has operated in the northern Rockies since the early 1890's and which has had previous water problems on its line parallelling the Flathead River, had never been knocked out of service before. The situation, the paper noted, was unprecedented and will probably not occur again for generations—if ever. ■



TRAFFIC POLL REPORT

1 **Have you experienced what you consider to be undue delays in receipt of tariffs (or tariff supplements) from carriers or tariff publishing agents?**

Yes	73
No	26

2 **If your answer to Question No. 1 is "Yes," would you consider such delays to be:**

Consistent?	16
Frequent, but not consistent	36
Only occasional?	21

3 **If delays do exist, how does their extent and duration compare with the situation, say, five years ago?**

Occurrence of delays is:	*More frequent*	27
	Less frequent	11
	Unchanged	37
Length of delays is:	*Longer*	22
	Shorter	8
	Unchanged	31

Shippers dislike delay in receipt of tariffs

Annoyance, inconvenience and inability to act on important rate changes are major objections to time lag. Railroads are generally credited with doing better distribution job than competitors.

Shipper experience in timely receipt of freight tariffs and tariff supplements seems to cover the whole range of possibility.

At one end are such opinions as that of E. M. Burk, traffic manager Wyatt Industries, Inc., Houston, who "considers this a serious problem, one I have protested in the past, and [one] worthy of note and correction by those responsible." At the opposite pole are such comments as that of R.L. Andreas, manager of traffic, American Oil Co., Chicago, who says "We have no serious complaints."

There are, however, three definite conclusions which may fairly be drawn from Poll replies as a whole.

(1) Delayed receipt of tariffs, or failure to receive them at all, is a definite problem to about three out of four shippers. It is a problem, moreover, which seems in general to be somewhat more serious than it was five years ago—in the sense that delays are more frequent and of longer duration.

(2) The problem, with some exceptions is of greatest concern to men interested in many tariffs—as, for example, the traffic managers of chambers of commerce. It is of least concern to the traffic departments of industries dealing with only a limited number of commodities.

(3) Railroads and their tariff publishing agencies and associations seem to be doing the best job of getting tariffs out in reasonable time. Harshest criticism is directed against motor carriers, with forwarders and air lines also being the target of some complaints.

• **'Too late.'** Objections to delayed receipt of tariffs are based in part on the understandable inconvenience caused by such delay, plus its effect on possible protest action.

"A number of tariffs and/or supplements are received two to three weeks after issuance, and some too late for filing protests with the ICC," says Louis A. Schwartz, general manager of the New Orleans Traffic & Transportation Bureau. "There is a definite need for an improvement in distribution procedures," he adds. W. C. Cole, general traffic manager, Georgia-Pacific Corp., Portland, Ore., concurs with Mr. Schwartz on the first point. "Much of the time tariffs and supplements come in after the investigation and suspension period has been filled," he writes.

J. E. Bressette, director of transportation, Wirthmore Feeds, Waltham, Mass., also makes the same point, and so does J. Y. Bedox, manager of transportation, Richmond, Va., Chamber of Commerce. The former "sometimes does not get supplements until after

rates become effective." The latter says he received on April 27 and May 1 supplements affecting Richmond, and effective May 5. "If you wanted to object it would be impossible," he points out.

R. E. Modlin, assistant director of traffic, Libbey-Owens-Ford Glass Co., Toledo, speaks of "having been severely handicapped by failure to receive important tariff matter sufficiently in advance for us to act on important rate changes. . . . These delays are highly undesirable, and we hope this situation can be corrected."

S. L. Parker, traffic manager, Pacific Lumber Co., Scotia, Calif., terms the delays "annoying rather than serious. We usually know of significant tariff changes prior to publication date, and carriers are cooperative in supplying advance copies when it is important to us." On the other hand, D. M. Akers, general rate manager, National Gypsum Co., Buffalo, N.Y., finds it "generally necessary to write or wire the publishing agent when there is an urgent need for a tariff or a supplement before the effective date."

● **Omissions.** What appears to be frequent failure to get all applicable supplements bothers some of the Poll respondents. Their omission "creates an uncertainty problem," notes E. A. Timm, director of transportation for the St. Paul, Minn., Area Chamber of Commerce.

That view is shared by, among others, J. P. Taboika, general traffic manager, Cowles Chemical Co., Cleveland, and V. M. Stechishin, transportation consultant, Canada Transportation Service, Winnipeg. The former calls "failure to mail all supplements our most frequent complaint with tariff bureaus. We are constantly writing for missing supplements. Another complaint is to find ourselves suddenly deleted from the mailing list."

Mr. Stechishin's experience "is that inconvenience more often stems from omission rather than delay. Supplements are often received whose numbers are not consecutive to the latest one on file, indicating one or more was missed. Less frequent, but more serious, is the experience of receiving a bill bearing a rate different from that indicated by tariffs on file. Investigation discloses that the rate was changed in a supplement which somehow was not received."

Bureaus are apt to be careless in sorting and mailing, says C. F. Coombs, manager, traffic and transportation, Jones & Laughlin Steel Corp., Pittsburgh. "Sometimes more than one copy is received. In other cases, no copy is received."

● **Causes of delay.** In the opinion of many Poll respondents, delays in receipt of tariffs are primarily attributable to the mailing methods used.

"Some of the problem stems from using fourth or third class mail," says P. T. Catalano, traffic manager, Steelcase, Inc., Grand Rapids, Mich. "If everything were sent first class mail, there would be no problem."

R. A. Ellison, manager, Transportation department, Cincinnati CofC, lists "two contributing factors to delays in mailing tariffs: (1) establishment of scheduled mailing dates; and (2) saving postage by delaying mailing until weight of package equals some seemingly predetermined figure."

In substantial agreement with Messrs. Catalano and Ellison are such men as A. C. Roy, general manager—traffic, Pennsylvania Glass Sand Corp., Pittsburgh; J. P. Haynes, manager, Transportation division, Louisville CofC; J.A. Hauff, assistant to distribution manager. Lehigh Portland Cement Co., Allentown, Pa., and J. H. Hayghe, traffic director, American Tobacco Co., New York.

Seventeen days

Mr. Hayghe, in fact, cites 20 specific cases in which tariffs mailed on or after May 18 took from four to 17 days to reach his New York headquarters. The four-day intervals were from such comparatively nearby points as Washington, D.C., and Detroit; the 17-day period from San Francisco. His list also included transmission times of five days each from Boston, Chicago and Roanoke, Va.; seven days from Philadelphia; eight from Washington; 12 from Greensboro, N.C.; 13 from York, Pa.; 15 from Dallas, and 16 from Atlanta.

C. P. Newsom, general traffic manager, Burrus Mills, Dallas, similarly cites a case in which a tariff issued May 14 did not reach him until June 4. And J. R. Hendricks, traffic manager, Clinton Corn Processing Co., Clinton, Iowa, points out that local railroads "have their supplements about two weeks before ours arrive."

● **Worst offenders.** Despite the general complaints already quoted, there is very little specific direct criticism of U.S. railroads and their tariff-publishing agencies and associations. Other modes of transport—truckers especially—appear to be the worst offenders.

Truck rate bureaus, for example, are "the most frequent and annoying offenders," responsible for about 95% of late receipts, according to D. C. Ward, transportation manager, Hoerner Boxes, Keokuk, Iowa. H. L. Francis, TM, Koppers Co., Kearny, N.J., calls motor carrier agencies "worst of all"; while T. E. Nicks, director of traffic, Continental Oil Co., Ponca City, Okla., says long, consistent and frequent delays occur with most truck tariffs and supplements. A few, he adds, "keep you advised ahead of effective date. Rail tariffs and supplements come in as a rule in plenty of time."

Most detailed comment on the subject comes from B. A. Fred, general traffic manager, Griffin Pipe Products Co., Wheaton, Ill.

"There are usually two reasons," he writes, "for delay in transmission of tariffs and supplements. The rail carriers' tariff publishing agents are usually overworked and understaffed. The high volume handled with an inadequate staff causes delay in transmission which I am sure is purely unintentional.

"Some motor carriers deliberately delay transmission of tariffs and supplements. A limited number is printed for transmittal to the ICC but not generally distributed for fear competitive modes or competitive carriers will seek suspension or emulate rates. When the rates become effective tariffs or supplements are then distributed to shippers.

"A shipper's only recourse is to diligently watch for changes and aggressively seek the tariffs or supplements before they become effective."

The idea that there may be little or no real effort to acquaint the general public with rate changes, particularly by motor carriers, is suggested also by W. H. Judd, TM, Valley Paper Co., Holyoke, Mass.

Individual Poll replies report trouble from air freight carriers; freight forwarders; household movers; short line railroads and Canadian carriers. Other answers indicate that the principal problems occur with intrastate tariffs; with carriers publishing their own tariffs; and with publishing agents—particularly the smaller ones. Also, and not surprisingly, there is frequent mention of the fact that some publishing agencies or associations "are better than others."

Idea for improvement

The general situation might be improved, in the opinion of C. C. Miller, manager, Transportation department, San Francisco Chamber of Commerce, if "bureaus were reminded periodically by the appropriate regulatory agencies of the rules governing the publication and distribution of tariffs, supplements and revised loose-leaf sheets."

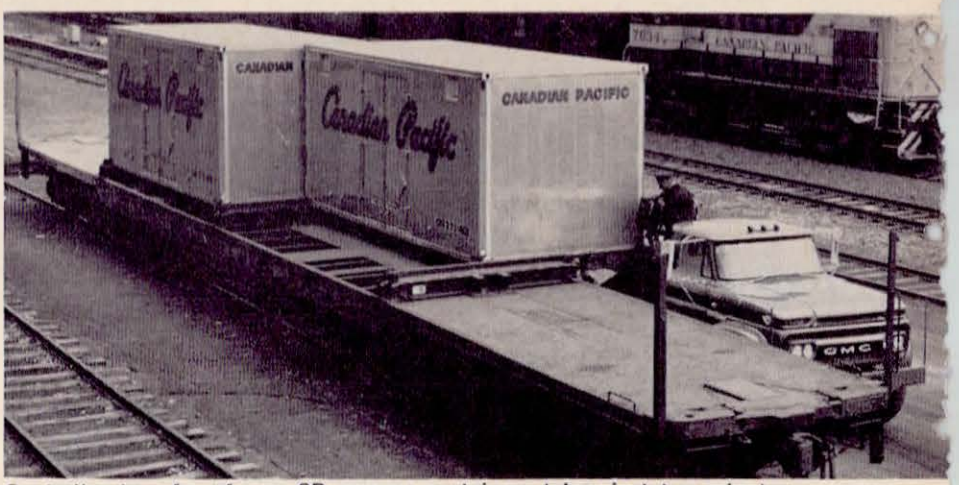
● **Not all dark.** The over-all situation, however, isn't wholly dark. Some traffic men, like A. L. Finnegan, TM, Beloit Corp., Beloit, Wis., say that delays are the exception rather than the rule, and think carriers "do a pretty good job in discharging their obligation."

And H. B. Brown, general traffic manager, Mobil Oil Co., New York, feels that "receipt of tariffs is much improved over the situation several years ago when abnormal delays were quite common." ■

Canadian National's unified $400,000 Express-Freight terminal replaces former split facilities at Regina, Sask.

Canadian roads step up express handling

CN opens new Regina terminal; CP tries new-type movement.



Car-trailer transfer of new CP express containers takes just two minutes.

Both major Canadian railroads are forging ahead in active campaigns to improve their small-shipment services.

Most recent developments toward that general end include:

— On the Canadian National, a new $400,000 Express-Freight terminal at Regina, Sask.

— On the Canadian Pacific, experimental movements of express shipments between Montreal and southern Ontario in containers hauled in passenger trains.

● **Express-Freight.** CN's relatively new Express-Freight service (still to be introduced to many parts of Canada) is designed to provide an integrated, efficient system for fast door-to-door handling of packaged merchandise and LCL freight. To achieve that fundamental objective without duplication of facilities, equipment or manpower, Express-Freight combines the railroad's former express, freight and cartage operations.

Express and LCL shipments are forwarded in the same rail car. One motor vehicle is used to deliver both types. What were formerly three separate work forces—express, cartage and freight shed employees—have been grouped together into a single flexible unit. And the entire service, in cities where it is already available, is conducted through a single terminal.

● **Regina terminal.** Regina's new Express-Freight building accomplishes that necessary centralization of handling by replacing old split terminals with a single efficient new one.

Previously, CN express shipments were moved through the Union Station. Larger freight shipments were handled in a 52-year-old downtown freight shed. Changing conditions had made the latter impractical for present-day use, and street widening to accommodate city growth had crowded it to the point of inefficiency. Another disadvantage was the time involved in moving freight cars to and from the railroad yard.

The new terminal is located in the CN's own North Regina yard, where car switching time can be kept to a minimum, and where there is plenty of room for possible future expansion.

The building itself is a one-level, concrete block structure, 360 feet by 80 feet. Shed operations are conducted in an area of nearly 14,000 square feet, with office space occupying another 4,900 square feet. Six railway tracks lead into the building, while 32 roll-type doors provide for loading and unloading of CN highway trucks and city cartage vehicles. Specially designed foam rubber seals prevent loss of heat through these doors in winter.

One of the main features of the shed area is a Towveyor system. This endless under-floor chain conveyor increases handling volume and reduces manual effort by automatically transporting dock carts to desired locations. The system is 400 feet long; travels a rectangular path at 90 feet per minute, and can handle 120 carts.

Another major feature is the communications network. This includes a private automatic telephone exchange, a loudspeaker system, and pneumatic tubes between shed and offices for fast movement of waybills and other documents.

The east end of the building has air-conditioned offices for the terminal traffic manager, his assistant, the fleet supervisor and the billing staff. A subbasement contains storage and record rooms, communications center, first aid facilities, and lunch and locker space

for the 110 employees who will operate the terminal on a 24-hour-day, seven-day week basis.

Those operations are of several different types. Traffic consisting of one or two small packages, for example, is simply unloaded from the incoming vehicle, moved to a central sorting area where parcels are arranged according to zone, and moved to the proper outgoing vehicle. Larger shipments are sorted right at the incoming car or truck, placed on a dock cart and moved by Towveyor to the appropriate loading door.

● **CP express.** Canadian Pacific experiments with new methods for fast handling of express are limited, so far, to shipments between Montreal and the Woodstock-London and Windsor-Chatham areas of southern Ontario. Express department officers indicate, however, that the same types of service may be extended to other points.

The Montreal - Woodstock - London service is the more novel of the two. Between those cities, the railroad is using insulated aluminum containers, 20 feet by 8 feet by 8 feet in size, with a capacity of 30,000 pounds.

Between Montreal and Toronto these containers are carried on special flat cars which are attached to overnight passenger trains. Between Toronto and Woodstock-London, containers are moved by highway truck. In a typical operation, a containerload of express traffic can be picked up at a factory in, say, London, as late as 5:30 p.m. It is trucked to Toronto, and transferred there to a flat car which is attached to a passenger train, for arrival at the CP's Windsor Station express depot in Montreal by 7:55 a.m. the following morning. There the container is re-transferred to a truck for delivery to the consignee by 9 a.m.

The car-truck transfer utilizes a system developed by Steadman Industries, Ltd., of Cooksville, Ont. This system completes the entire operation in approximately two minutes, all under control of the highway tractor driver. Standing before a series of levers at the front of the transfer device, he aligns the container with the car with the front hydraulic fifth wheel of the tractor and rear hydraulic leveling legs. He then manipulates a pull-push side transfer hydraulic cylinder which moves out to engage a rack built into the floor structure of the container. This pushes the container onto the car.

Express traffic from Montreal to Chatham and Windsor is loaded in a rail diesel car which is hauled in front of the container flat car on the overnight passenger run to Toronto. There the car is cut off and coupled to the daily "Dayliner" train to Detroit via Chatham and Windsor. ■

RAILROADING AFTER HOURS WITH JIM LYNE

LYNE

RAILROAD 'HOOKERS'—In a foresighted and cheering article on the future of railroading (in Revue Générale des Chemins de Fer, for April 1964) Louis Armand, who heads the International Railway Association (UIC), reveals some of the reasons why his association is trying energetically to get automatic couplers adopted on Europe's railways.

One of the strongest reasons is "to relieve the shortage of hookers who perform a dangerous job for which recruits are scarce and will become more so." With the hook-and-chain couplers used in Europe, these employees have to go between the cars for each coupling; and uncoupling, also, is a far more dangerous task than merely pulling the pin, the way the job is done in North America.

The French term for the men who do the hooking job is "atteleurs"—meaning hookers or couplers (i.e., the men who do the work, not a mechanical device). Some of M. Armand's other constructive ideas are discussed editorially on page 80.

ASIDE TO MR. LUNA—I have picked up some further information on the meeting held recently in Cambridge, Mass., (RA, May 18, p. 36), on the initiative of the Brotherhood of Railroad Trainmen, at which railroad officers and suppliers, college professors and other "outsiders" appeared. The evident purpose was to discuss steps that might improve the competitive and financial health of the railroads. My informants tell me that the program was, on the whole, constructive—but that it may have surprised the sponsors a little to find that not all the speakers agreed 100% with the union viewpoint. If you are looking for "yes men," you're running some risk in inviting "outsiders"—especially academic people. No matter how righteous you feel, there are always some of them who'll raise questions.

My own observation is that constructive criticism from the outside is helpful—and if everybody agreed on everything, these conferences would be a waste of time.

I hope, Mr. Luna, you'll repeat this experiment. All of us in the railroad business should be interested in increasing the size of the railroad pie, rather than overemphasizing the percentage of it each partner gets. Forty per cent of $2,000,000 is more money than 60% of $1,000,000.

COINCIDENCE DEPARTMENT—My colleague Bob Lewis (our publisher) has just returned from Japan, Taiwan and other points east. He made a quickie side-trip to Australia and in a hotel at Sydney ran into Jack Rose of GM's overseas company. And Mr. R. wasn't staying at that particular hotel, either, but just dropped in there for a change in his groceries.

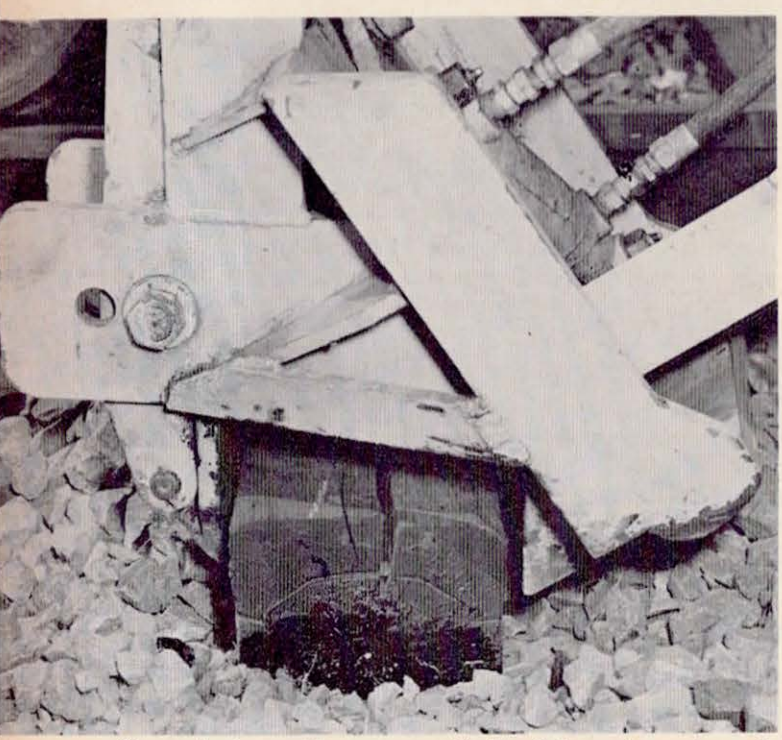
It so happens that these two fellows, early in their careers, both worked at Greenville, Pa.—Jack for the car company and Bob for the Bessemer. If I were superstitious, I'd suspect that it takes something more than mere coincidence to bring two railroad-oriented guys from the same bailiwick together, a half-world away from home.

FACTS OF LIFE FOR COMMUTERS—Towns in the New Jersey suburban area are going to have to come up with an answer as to how the Erie Lackawanna's plant, including equipment, in this service, can be improved or replaced. The railroad, otherwise, will have no alternative except to stop hauling commuters. A frank message to this effect has gone to local public officials from the company's Chairman William White.

"The company does not have the funds with which to replace equipment now nearing the end of its useful life. Even if the funds were available," he added, "we would not be justified in investing money with no prospect of earning a return on the investment nor even the prospect of providing the service at the break-even point."

Urban communities have grown accustomed to getting their highway transportation, in large part, at Uncle Sam's expense—and, when it comes to rail service, they expect railroads to play the governmental role of rich uncle. Not many railroads today have that kind of money. Experience suggests that the communities concerned will probably postpone corrective action until the last possible moment, or maybe longer.

Doweling head, mounted at end of boom, may be swung from one side of the track to the other.



Clamp is in position on a split tie. Scissors-type clamp is actuated by hydraulic cylinder.

Pressure is applied to close split while the hole is bored and the dowel is driven.

Machine dowels split ties in track

The increased service life of doweled ties is said to justify the cost of the procedure.

Railroads have various ways of protecting cross ties from splitting before they are inserted in track. At the treating plant some apply steel dowels to ties that give indications of splitting. Others drive C-irons or S-irons in the ends.

But split ties in track are something else. Once a split forms, track forces have been helpless to correct it or to keep it from growing and eventually causing failure of the tie.

● **Money-saving innovation.** Now there is prospect of changing this situation. A machine has been developed that is designed to close splits in track ties and to hold them closed while holes are drilled and steel dowels are applied. The reasoning behind the development of the machine is that the increased service life obtained from the doweled ties is sufficient to justify the cost of applying the dowels. The manufacturer is the Cobble Division of the Singer Co., Chattanooga, Tenn.

The machine was recently seen in operation during a demonstration on the Chicago & North Western. With this unit a tie end with a split is clamped under a pressure of 10 tons. While the split is held closed a hole is bored with a ⅜-inch drill from one top corner through the tie at an angle of 45 degrees. With the clamp still holding the split in the closed position, a ½-inch steel spiral dowel is forced into the hole, after which the pressure is released. If considered necessary by the size of the split, a second dowel is applied from the opposite side of the tie. The dowels are applied about 3½ inches from the end of the tie.

● **Self-propelled unit.** The machine is a self-propelled on-track unit. It carries at one end a swivel-mounted boom that may be swung from one side of the track to the other. From the end of the boom is hung the doweling head which carries the clamp and the drilling and doweling mechanisms, all hydraulically operated and controlled. All controls are incorporated in a stack valve with five control levers mounted at the end of the boom where they are easily reached by the operator walking beside the track. There is also a lever here for remote control of the machine travel.

The tie clamp is of the scissors type and is operated by a 4-inch hydraulic cylinder. One jaw has a swivel face to permit adjustment to any irregularities in the shape of the tie.

● **Doweling procedure.** Here is the sequence of operations when doweling a tie:

(1) The doweling head is lowered over the tie and the clamping pressure is applied.

(2) The drill motor is started. The drill then automatically positions itself for drilling the hole. The drill is fed into the tie by a hydraulic cylinder and is turned at a speed of 3,200 rpm by a fluid motor.

(3) While the hole is being drilled the operator inserts a dowel in an inclined magazine which delivers and positions it with respect to the driving device.

(4) The drill is retracted and the drill motor stopped. Simultaneously the dowel is automatically positioned for insertion in the drilled hole.

(5) The dowel pin is driven by a hydraulic cylinder, with the pressure being applied through an anti-friction pusher pin which allows the dowel to screw its way into the tie.

(6) If a second dowel is needed the clamp is released and the doweling head is swung around to the opposite side of the tie where the procedure is repeated in applying the other pin.

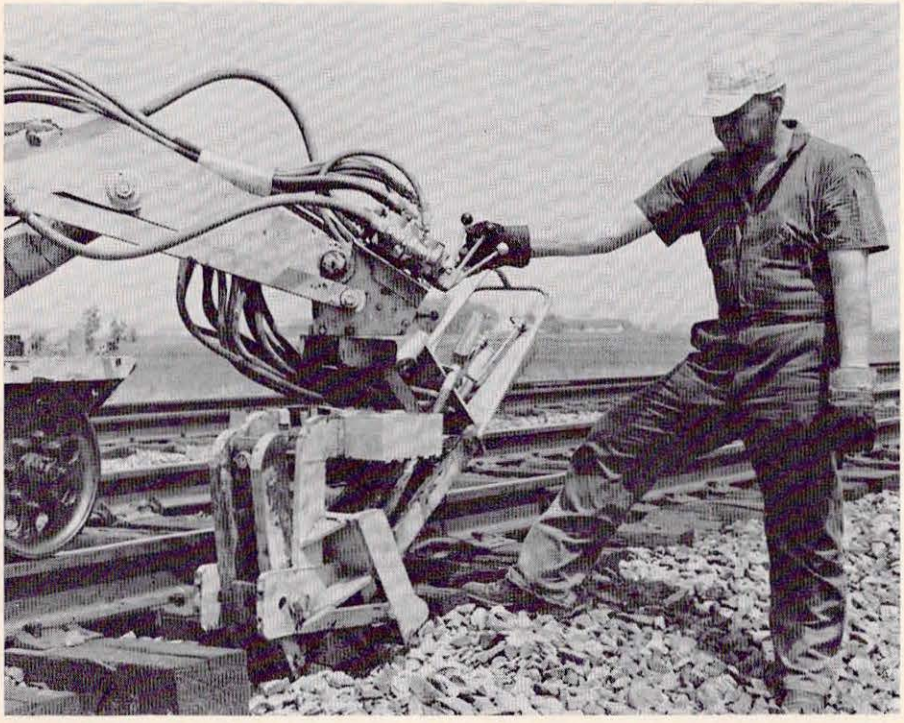
The ties being doweled at the time the machine was inspected were all white oak. All of them had C-irons or S-irons in both ends. Even so, many of the ties were split to some degree. Serious splits were being repaired with two dowels; only one dowel was being used where the splits were less severe.

● **A dowel a minute.** It was observed that the time required to drill a hole and apply a dowel was about a minute. Cost of the dowels as used on this job was 4.8 cents each; if purchased in larger quantities it is presumed the cost could be brought somewhat lower.

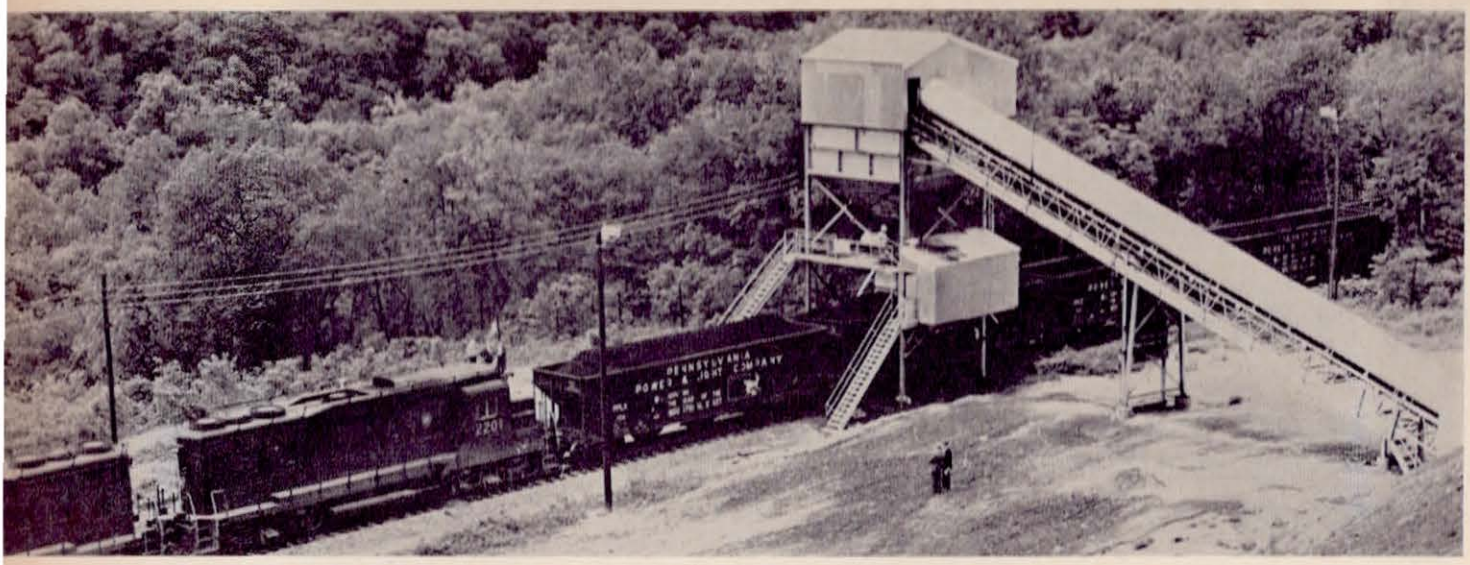
While the machine was being demonstrated on the North Western the operation was under the supervision of E. K. Pearson, assistant roadmaster. "The cost of labor is so high," said Mr. Pearson, "and it costs so much to change out ties that it seems worth while to dowel them if you can add sufficient years to their service life to justify the cost of the work."

● **Gasoline-powered.** The doweling machine is powered by a 35-hp Wisconsin gasoline engine which drives a Racine 30-gpm, 1,000-psi variable displacement pump. To reduce vibration the engine has a shock-absorbing mounting. A three-point mounting makes it possible for the power unit to adapt itself to differences in cross level.

Total weight of the machine is 5,850 lb. It is provided with a hydraulically operated turntable which bears on the rails rather than the ties. ■



Levers for controlling all operations of the doweling head are placed conveniently for operator who walks beside track. He also has remote control of the machine travel.



Pennsylvania Power & Light's new unit train moves under the loading chute at a Tunnelton mine.

Savings by the trainload

Pennsylvania Power & Light has saved some $2 million by shipping coal in unit trains. Now it expects to save even more, using its own cars in a brand-new 'passenger-fast' shuttle service.

A shipper-owned unit coal train that will enable its owners to realize new savings in transportation costs, is now regularly shuttling between western Pennsylvania coal mines and two generating plants.

Operated on a passenger-train schedule by the Pennsylvania, the 74-car train owned by the Pennsylvania Power & Light Co. is hauling more than 7,000 tons of coal each trip. The million dollar train will travel over 80,000 miles per year—about six times the mileage logged by the average coal train—and haul a million tons of coal.

Cars for the train were built by Bethlehem Steel at a cost of $1 million. The 100-ton roller-bearing cars have special 38-inch wheels.

Inauguration of regular service by the special train was marked at a luncheon in Harrisburg, Pa., June 18. Ceremonies planned for the train's arrival at the Brunner Island power plant near Harrisburg were canceled when four cars of the train were derailed en route. Bad luck originally plagued the train the day before when loading at the mine was delayed by an explosion in the conveyor system that automatically carries coal to the cars from a storage area.

● **Fast and cheap.** When in full operation, the train will haul coal from mines at Tunnelton, and near Osceola Mills, to the PP&L plant at Brunner Island, and one at Martins Creek, above Easton, Pa.

The operation is seen as "another major breakthrough in cutting fuel costs," according to Pennsylvania Power & Light's general services vice president, P. W. Siekman.

"The unit train offers several opportunities to reduce costs. The greatest is in speeding up the 'turn-around' time where empty cars are returned to their original shipping point in about two days, as compared with the former 14 to 20 days."

Loading time: three hours

Mechanized loading equipment at the mines, and car dumpers at the power plants make possible the fast turnaround. Loading at the mines takes three hours, unloading at the utilities about eight hours.

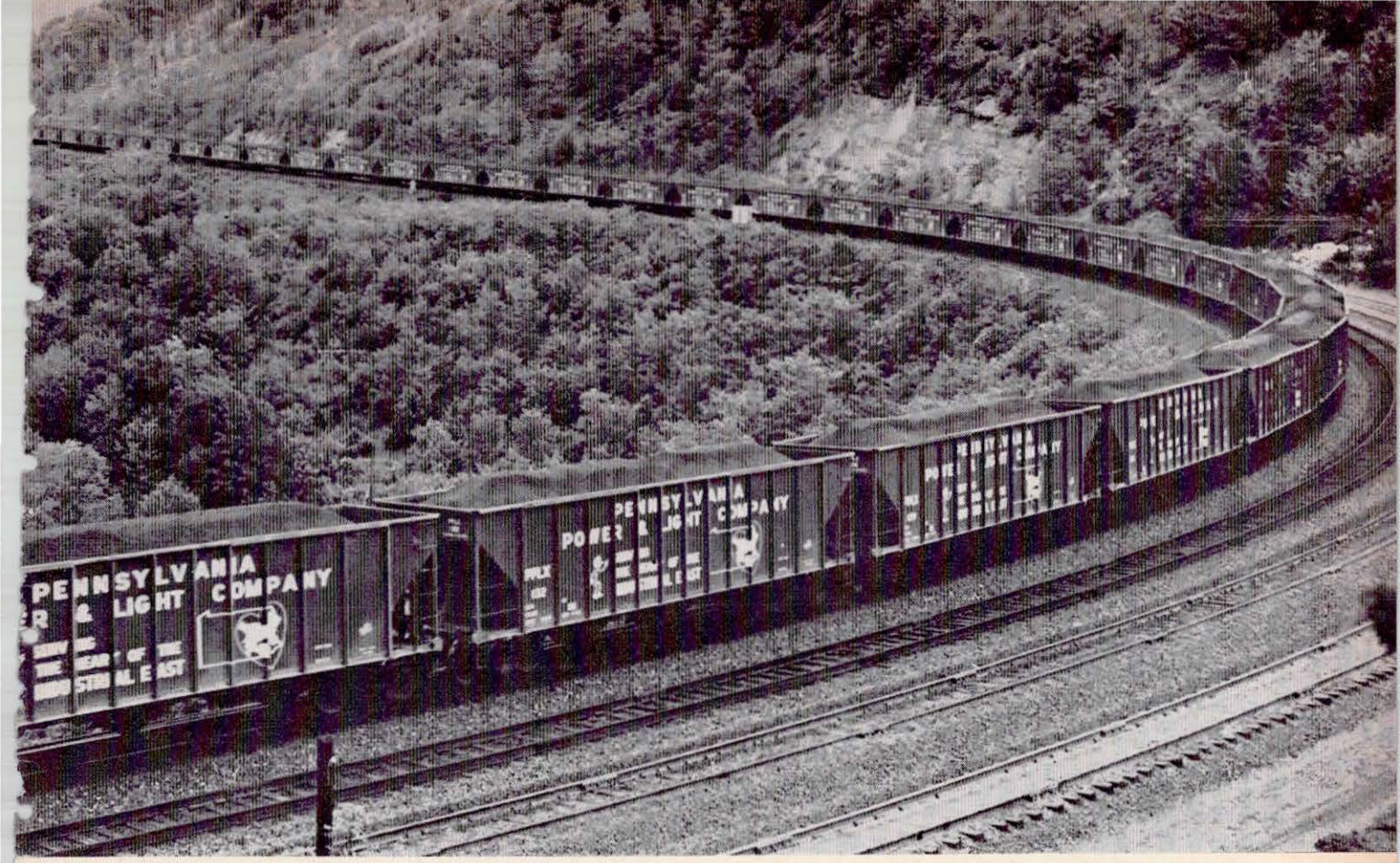
● **Rate savings.** PP&L has been saving as much as $1.50 a ton on shipments of 7,000 tons or more, using Pennsylvania cars. With its own cars, the rate reduction will go up to about $1.80 per ton. After paying interest, depreciation, and maintenance on the cars, the utility should be able to save another $150,000 per year on its transportation costs. Under the trainload coal freight tariffs filed in 1963, PP&L figures it has already saved nearly $2 million in the cost of moving coal to its power plants.

● **The Pennsylvania's part.** "Railroad and coal people speak of this as the first 'true' unit train because it is the first where the cars are owned by the customer, and are kept together as a unit to be shuttled back and forth by the railroad," says PRR's W. Parker Stuart, the road's coal traffic manager.

He said the PRR provides a four-unit 8,800-hp diesel-electric locomotive and a caboose for the PP&L train. The railroad also built a $400,000 loop track—1.7 miles long—at the mine site about 25 miles west of Johnstown. The loop leads from the westbound track of a double-track main freight line, and returns to the eastbound track.

Fast loading and unloading, plus the high-capacity cars, will make it possible for the coal train to make three round trips a week, compared with an average of only 18 per year for coal hoppers in conventional service.

Mr. Stuart said the unit train concept of fast loading and unloading—together with direct movement from mine to consumer without delays for yarding—has "already produced a number of satisfactory results for shippers on the Pennsylvania. Development of the concept of trainload movements of coal, both on the Pennsylvania and



The 74-car unit train moves around Pennsylvania's famed Horseshoe Curve en route to a PP&L power plant.

other railroads, has been widely credited for the marked recovery in the nation's coal industry. A unit train operation should further stimulate this recovery," he said.

"The new PP&L train," he commented, "and our other unit trains are helping us build volume for originated coal traffic and are leading to the development of extensive coal properties on our railroad in Ohio and Pennsylvania."

He said the concept of unit trains "has already put the only operating coal pipeline out of business, and it has also made coal more competitive with mine-mouth electric power plants and atomic energy."

● **Cars being tested.** Bethlehem Steel, the builder of the 74 100-ton roller-bearing hoppers that make up the PP&L unit train, has a rolling experiment in the special train operation.

Bethlehem's railroad product sales department manager C. M. Wright described it as a "unique materials testing laboratory on wheels." The company is experimenting with the use of various grades of steels and coated steels in the hopper cars.

Five groups of two cars each have different materials in all body parts which come into contact with the coal lading. Two of the remaining 64 cars constructed with Mayari-R plates will be used in the special test as control cars with which comparisons can be made. The Mayari-R steel is Bethlehem's high-tensile, low-alloy corrosion-resisting steel.

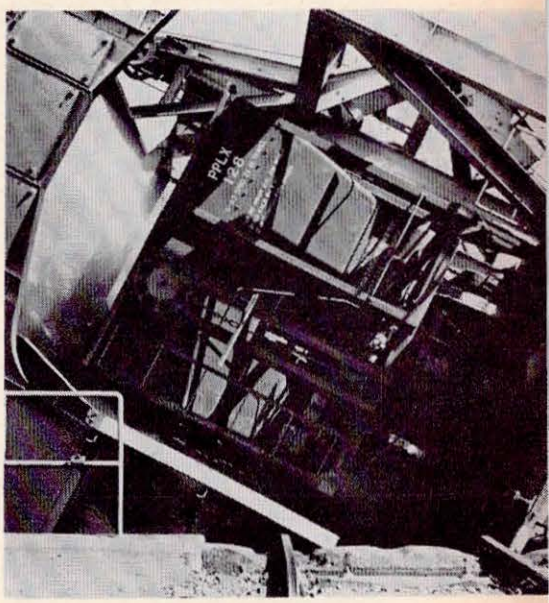
None of the hopper cars will be painted. The special bonded oxide coating provides maintenance-free exteriors.

"In the past," Mr. Wright explained, "it has been impossible to obtain true comparative tests on construction materials in hopper cars in general service under actual service conditions." He said this was because they are subjected to different ladings and different service conditions which affect corrosion life.

● **Helping the economy.** The unit train, which each week will make a 1,500-mile swing between the two mines and two of PP&L's power plants, will also provide an economic shot-in-the-arm for the Pennsylvania mining industry.

Opening of two new coal mines will provide approximately 170 new mining jobs. Miners will be drawn from Indiana, Westmoreland and Clearfield counties and other areas of western Pennsylvania. The unit train will take the entire production of both mines—some 650,000 tons of bituminous coal a year from Tunnelton, and up to 420,000 tons yearly from Osceola Mills.

PP&L's Brunner Island plant, located at York Haven on the Susquehanna River, currently consumes approximately 800,000 tons of coal a year. The Martins Creek plant, about 18 miles above Easton on the Delaware River, burns about 600,000 tons of coal annually. An addition is under construction at Brunner Island which will require about 1,000,000 more tons of coal a year. ■



A hopper of coal gets emptied by rotary dumper at PP&L's generating plant.

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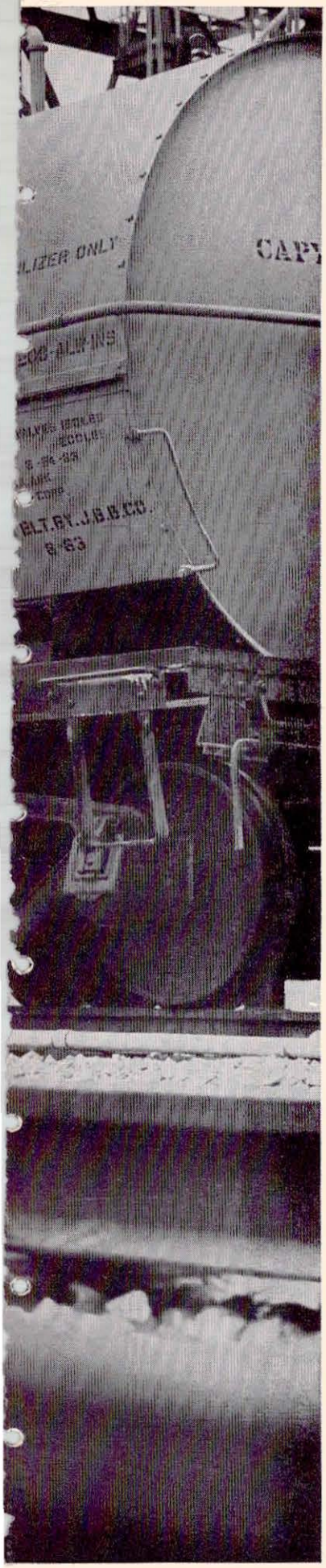

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Employees: What do they

The author argues that carriers would fare better if they could achieve closer communication with —and more effective motivation of—employees.

If ever there was a time in the past when communication with employees in the railroad industry had greater significance it doesn't come to mind. And yet, in a number of quarters, there still seems to be a distinct lack of enthusiasm for flat-out plain talk to the rank and file.

Public and employee relations men agree that the employee can be a PR force, either for good or for bad. Much better it should be for good. But the events of the past five years—particularly with the work rules case—have tended to build up an atmosphere not exactly conducive to this. Even if there had not been the tensions of the labor dispute, there would still be basic problems—because many employees simply do not have the information which they need to be effective grassroots representatives of the industry to the public.

So we have really two major problem areas—one involving an easing of tensions, one involving a basic improvement in communications channels.

Railroading today has been described, and perhaps aptly, as a series of frustrating challenges. There are labor problems and regulatory problems and legislative problems and competitive problems and loss and damage problems and safety problems and a potful of other problems. Sometimes it seems almost miraculous that railroads have enough time and energy left to run trains.

Through all these diverse problems, though, runs a common thread: the fact that, in just about every area, railroads might get a better deal were they able to get closer communication with—and more effective motivation of—their employees, both supervisory and union.

We have all seen a classic job of public relations in the work rules case. Would now that the same energies and talents—and some money, too—could be channeled into improvements in this employee communication area.

A lot of questions can be raised on an individual company level—because, after all, this kind of communication is something that has to be done individually, though the various associations certainly can help. Among these questions—and this is by no means a complete list:

First: Do we too often look at communications as a mechanical thing—rather than as a personal thing dealing heavily in attitudes and emotions?

Second: Can we any more be satisfied with rather bland communications programs—particularly in the formalized, company-magazine area—which seem to try to keep employees in some sort of sterile, germ-free state where anything controversial is involved?

Third: Is there a strong tendency to misjudge the basic interests of the employees? Do we too often just assume that an employee's first loyalty is to his union rather than to himself and his family and his future?

A few months ago, well before the work rules case was settled, I talked with the president of one of the operating brotherhoods, the union's public relations man, and one of its attorneys. We were talking mostly about the work rules issues, but the conversation turned to the future, with this question: "Assuming this dispute is settled, as it has to be, what do your members really want when it's over?"

The answer was unanimous. The men, I was told, "want to know—they want to know what their changes are for staying on, where they're likely to be five years from now—what they can count on, so far as their jobs go."

Was there ever a more clear mandate for a frank, open, straightforward employee communications program?

There are, of course, arguments against this. One PR man puts it this way: "It's hard to talk turkey with a guy when he knows that, in the back room, you're hooking up the pushbutton that's going to put him out of work." That's undeniable—but perhaps not insurmountable. Then, too, the state of the industry itself poses problems—hot competition, cold earnings, problems with government. But unless most industry observers are dead wrong, railroads are reviving. They're in the middle, just the middle, of the greatest technological change that has ever hit the industry. It's perfectly true that railroading, five or ten years from now, may require still fewer men—but the men working then should have far better jobs. And, given this tremendous boost from technology, who is to say that the railroad share of total transportation will not increase? That absolute business volume won't show significant gains? That employment will not increase, over the long run, at least in certain areas?

These are things that should be tramped on hard in talking with employees, but there's more.

No employee, really, is going to be wholly satisfied with somebody's rather vague projection of tomorrow's Utopia. For the average employee the future begins tomorrow, next week, next month. Where are employees getting this week to week, month to month projection? All too often, from their unions. This is only partly because union publications come out with far greater frequency than company publications. Mostly, it's because union publications—and the union communications with general and local chairmen—zero in on this particular aspect. Management communications do have a much broader field to cover. By accident or design, the job of explaining "what can I expect?" often goes undone.

Can management communicate effectively on these subjects? The evidence says "certainly." A man, after all, is a man. He has a mind, and it's his choice what to believe, whether to believe at all.

One railroad took a survey some years back and found that its management publication had a believability quotient as high as or higher than those of the union publications. More recently, very quickly after the work-rules arbitration award was handed down and affirmed by the courts—another road, in its monthly house organ spelled

*Senior editor of Railway Age, Mr. Welty has specialized in reporting on management-union relations. This article is adapted from remarks made before the Railroad Public Relations Association at Miami Beach, June 18.

want to know? by GUS WELTY*

out exactly what the award provided. Importantly, this company publication told employees that elimination of jobs under the crew-consist part of the award, would be entirely by attrition. Apparently this was not the same position being taken by union officers out on the property. And the result: a few weeks later, one such union officer talking with a management man and referring to the house organ article, had only this to say: "You cut the legs right out from under me."

Now, how do union communicators react to management communication programs? For the most part, they seem surprised that there isn't more visible evidence of communication. During the work rules case, they seemed surprised at what they regard as a lack particularly of written material on the case, directed to employees by managements.

At the same time, of course, virtually every issue of every operating brotherhood publication was packed with information on the situation.

The unrest the industry is experiencing now—these sudden strikes, the varying reasons that are being given for them—may reflect to some sizeable degree the success the grand lodges have had in shaping thinking in the ranks and files. The brotherhoods are ideally set up to do this, with the grand lodge-general chairman-local chairman structure, the frequent issuing of membership publications and so forth. Most of all, the unions seem to have done an excellent job of selling the members on the self-interest angle. And this is where the railroads may have missed a real bet—by tiptoeing, in a rather elephantine way, around the self-interest of the employee. Or by ignoring it altogether.

But a strong self-interest angle can be developed in just about every major project — including work-rules modernization—that a railroad might undertake. And odds are it would sell.

Good communicating has been described as a matter of answering three questions: What does it mean? How do you know? And what difference does it make?

Railroads, though, do have some peculiar problems of communications.

One is timeliness, currency, frequency of issue, in the area of regular publications. Here, by and large, the average house organ gets left at the post. It takes a high-style professional to dress up month- or two-month-old material to make something professional out of it—especially in a business as fast-moving as railroading has become. And, if a railroad is trying to do a job of communicating on labor-personnel matters in the company magazine, the Engineers, Firemen and Trainmen can beat management by four to eight weeks—and hit four to eight times before management gets its first lick in. These unions have managed to go to weekly publication —with no great cost increases and no increase in staffs—in large part because they've gone to a newsprint tabloid format. On the carriers' side, Chessie News certainly shows what can be done with this style, this format. Possibly more roads ought to take a look in this direction—to develop the kind of frequency and timeliness that makes getting the company publication a habit instead of an occasion. Frequency and regularity help build believability—along with such other well-spoken-of characteristics as honesty and so forth.

Another problem is pretty much one of personnel and personality, and this is a tricky one. All human beings are occasionally brought up short because we try to explain something—orally or in print—and it's perfectly clear to us. But then the listener or the reader gets an entirely different meaning out of it. Part of this undoubtedly is due to our own laziness in making dead-certain sure we've wrung all the muddiness out of our attempts to communicate but a big part lies in the fact that most people don't take the time or trouble to walk around their messages and see what they look like from the other side. There's a lot to be said for the "eye of the beholder" bit. More than that, there's a lot that can be done with it—a lot of problems can be avoided—through this approach.

Third on this abbreviated list of problems is the sort of austere atmosphere in which much management communication lives. A railroad is a spread-out thing. It's tough to personalize messages. A switchman out in Nebraska may leaf through his company magazine, for example, but it's put together a thousand miles away and he doesn't know anybody connected with it. A "Dear Joe" letter from the president seems equally impersonal. But there may be ways.

What would happen, for example, if some enterprising public-employee relations department had a real good try at personalizing—maybe by working with top supervision on the division level in producing a newsletter type of thing—maybe every other week—which would go out over the superintendent's name and go to employees' homes?

Most important, employees would be getting timely information, useful information, information more directly related to their own sphere of operations. They'd have a better chance, probably, of really knowing what's going on on the railroad. And, as the saying goes, a stable force works—an unstable force wonders.

Actually, employee communications on the railroads now seems to be a mating of time, place and opportunity.

Time: The work-rules case is officially settled—and with the settlement may have come certain new feelings on the part of many employees. For the first time management took the initiative in a major case—and for the first time in years, the unions lost a major part of a major case. Further, the employee can't help realize, now, that public and government sympathy does not automatically go to the workers' side. With the dispute ended, with management and labor both now able to figure more in certainties, it should follow that management and its employees can work in greater harmony for improvement of the industry and the jobs it provides.

Place: Most roads have regular written communications media operating. Perhaps frequency of issue should be stepped up. Perhaps communications should be personalized, localized, to a greater degree. Perhaps there should be greater realization given to the fact that, if a public relations department is to do an effective employee-communications job, it must have the cooperation of virtually every other department on the railroad—plus the full backing of management.

Opportunity: That's all that remains to be grabbed onto. ■

MECHANICAL DIVISION

'Creating wealth creates jobs'

IC's Wayne Johnston tells mechanical officers that industry must have the freedom to progress. Business and government, he says, must cooperate.

"Which has the greater value—the society that gives its attention to the protection of existing jobs, or that one which creates jobs in the process of creating new wealth?"

The question—and it was rhetorical—was posed by Illinois Central President Wayne A. Johnston at last week's annual meeting of the AAR Mechanical Division in Chicago. During three days of sessions, many of the problems associated with new types of motive power and rolling stock were considered by mechanical officers. Mr. Johnston surveyed the whole canvas of technological change, with emphasis on the attendant social problems.

● **Social problem.** "Change is never an unmixed blessing," Mr. Johnston cautioned the group. "The word 'automation' is today being used to frighten citizens into believing they will be thrown upon a human scrap heap by machines that will take their places. It is important to be aware of this fear and to do all we can to prove it a false fear. . . . Progress is so vital to our country," he added, "that the social problem of job displacement must not be allowed to become a penalty against progress.

"That fear is so intense that the railroads accepted a costly and complicated job separation program in the fireman's case. The same fear prevented the railroads from getting what they should have gotten in the matter of the basic day. The public believes the railroads won the featherbedding fight, and in the large sense they did. But, the benefits not only have been delayed in the fireman's case, but actually lost in other areas."

● **Freedom to progress.** "Industry must have the freedom to progress," Mr. Johnston continued, "else every American will have to settle for less in the years ahead. The social problem of job displacement must not be allowed to become a penalty against progress. Whenever it takes five years, or ten years, or even a generation to make the changes that clearly are necessary for industrial growth, then the whole body of the American public has been cheated for the benefit of the few. What is involved here is a question of values. Which has the greater value . . . which serves the greater good . . . the society that gives its attention to the protection of existing jobs, or that one which creates jobs while creating new wealth?"

The problem of technological unemployment is a difficult one, the IC president concluded. Its solution must include the planning of programs for retraining and relocating a displaced employee. Business and government must cooperate. "But," he warned, "our concern for man must not extend to the point where industry is forced to carry him as an unneeded employee."

● **Cost of being unique.** Another expensive problem for the railroad industry—freight car purchases—was discussed by C. D. Buford, vice president, AAR operations and maintenance department.

Standardization needed

"The cost of cars is now at such a high level, and the demands for special equipment are tending to be so diverse, that it would be well worth a major effort on the part of the industry to achieve more effective standardization of car purchases than has been the trend of the past few years," he asserted. "Reduced capital costs and substantially reduced maintenance costs that are possible with such joint efforts may very well be so great that the cost of being unique can no longer be afforded."

He noted that the problem of car standardization, soon to be considered by the chief operating officers of the railroads, would require the cooperation of several departments on all roads. Mr. Buford cited several areas where interdepartmental planning, outside and within the AAR, has paid off. Acquisition of the new 86½-foot Ford auto-parts cars brought together the purchasing, traffic and mechanical departments of many railroads. "A multi-railroad-developed plan, involving considerable give and take to achieve unanimity of requirements, permitted a large-scale order at substantially reduced cost to the railroads," he explained.

● **Untested cars.** Hurried testing of newly designed cars which are longer and have greater weight-carrying capacities than their predecessors, does not always reveal all the problems which develop when they get into actual road service, according to Mr. Buford. Despite the urgency which competitive conditions often impose, he urged more interdepartmental planning and thorough testing of prototypes to minimize the problems which have been developing with some new car designs.

Bigger cars are complicating the relationship between the wheels and the track structures over which they operate, said Mr. Buford. He added that this matter is being investigated by a joint group of the AAR Mechanical and Engineering divisions. Numerous other problems are being handled cooperatively by two or more AAR groups. Among these are:

—An investigation of ways to reduce damage to new automobiles moving on multi-level rack cars.

—An effort to improve loading practices so that concentrated loads will not damage car floors.

—The development of optimum arrangements for the safety appliances which must be applied to cars.

This last activity has been the basis for the recent application by a group of roads for elimination of roof running boards and for other-than-standard installation of handholds and handbrakes on the high-cube auto-parts cars. "With such cooperation," Mr. Buford explained, "we can move ahead into new, better, and more efficient designs easily and rapidly."

● **Adopting new designs.** Mr. Buford left no doubt that railroads are moving rapidly to new car designs. While the revenue freight cars of Class I railroads decreased 15.4% during the past decade, the average per-car carrying capacity went up 6.3%. Average capacity of the 33,770 new cars installed by Class I roads in 1963 was 74.17 tons; the average for the 22,985 delivered during the first four months of 1964 was 75.25 tons. "These new cars have not only been larger," said Mr. Buford, "but have incorporated many technological improvements designed for easier loading and unloading, greater safety for shipments and to meet specific lading requirements."

● **Utilizing special cars.** While urg-

J. H. Heron, above, is the new chairman of the AAR Mechanical Division.

ing that every possible step be taken to assure that special freight cars are utilized intensively in the services for which they have been designed, F. G. McGinn, vice president—operations, Milwaukee Road, pointed out that it is important for designers to incorporate in these cars as much versatility as possible. It is necessary, he said, to fit these specialized freight cars so they may, when needed, do some of the hauling now performed by the shrinking general-service car fleet. While seven basic car types were once used to satisfy all their customers' requirements, railroads today are providing dozens of different and often highly complicated types.

Building large numbers of big and heavy cars which can operate only on main lines might actually threaten the survival of some secondary routes whose curves, tunnels and bridges could prevent their operation, Mr. McGinn warned. Ownership and maintenance costs of these cars must also be carefully studied. The AAR, he said, should have a greater role in the appraisal of proposed designs before they are put in service.

• **Design fundamentals.** The Mechanical Division, by approving new car design fundamentals (RA, June 22, p. 8) has taken a major step toward assuring that future freight cars will be able to operate satisfactorily in services which promise to become more and more severe. Overwhelming approval was given to the establishment of uniform and mandatory car design procedures, something which the Mechanical Division has never before attempted. Division spokesmen paid tribute to the all-out cooperation of carbuilders in helping to prepare this new specification.

Numerous motive power developments were reported by the Committee on Locomotives and Locomotive Fuels and Lubricants. Each of three German-built Krauss-Maffei 4,000-hp diesel-hydraulic locomotives which the Southern Pacfiic received in October 1961 has now operated approximately 180,000 miles. The SP recently acquired the three duplicate units which were delivered to the Denver & Rio Grande Western in 1961. Just added to the SP diesel-hydraulic fleet are 15 new 4,000-hp K-M units. The new locomotives have been redesigned to incorporate American-style cast-steel trucks in place of the welded, fabricated type used on the prototypes, and to have standard hardware and fittings in a road-switcher hood to simplify maintenance.

The Union Pacific, according to the committee, has resumed testing with its experimental 4,500-hp coal-fired gas-turbine-electric locomotive. The UP's 30 8,500-hp oil-fired gas-turbine-electrics averaged 9,752 miles per unit per month during 1963 and produced 17.2% of the road's freight gross ton miles. Each of the turbine prime movers was fired an average of 4,190 hours during 1963. Practically all of this was residual fuel oil.

• **Fueling nozzles.** Considerable progress was reported on the standardization of nozzles which will assure the compatibility of the various automatic fueling systems installed on locomotives. The committee reported that only manual operation would be possible in many cases because of the basic differences in ways which the fuel levels in tanks are sensed.

Composition brake shoes

Tread-type high-friction composition brake shoes have been shown, by tests and actual service "to be entirely satisfactory for interchange freight-train operation," according to the Committee on Brakes and Brake Equipment. Approximately 12,800 car sets of high-friction shoes are now in service on interchange freight cars with conventional brake rigging. In addition there are 7,500 car sets of truck-mounted brakes which also use the high-friction brake shoes.

Applications of over 60,000 hydraulically cushioned sliding sills and hydraulic end-of-car cushioning units have now been authorized by the committee on couplers and draft gears. Three manufacturers have also been asked to produce four different hydraulic-friction draft gears which would fit in standard draft-gear pockets.

• **More roller bearings.** During 1963, 34,394 new freight cars—78.3% of all those built—were equipped with journal roller bearings. This was up from 1962, when 64.3% of all new cars were so equipped. Several new designs of 38-inch steel wheels for 100-ton freight cars are being submitted for letter ballot approval by AAR-member roads. Also for these high-capacity cars will be a new AAR-standard axle with 7-by-12-inch journals. Largest AAR axle previously was the 6½-by-12-inch design.

Because of the heavier loads being imposed on axles, action has been taken to make the raised-wheel-seat design the only type which may be manufactured after Aug. 1, 1965, and the only one which may be applied to interchange cars after Jan. 1, 1966. This action was taken "because of the axle's superiority over the black-collar axle," the committee stated.

• **Eliminating cast irons.** Two years ago the Mechanical Division undertook a program to eliminate all cast-iron wheels used under interchange freight cars. This is progressing satisfactorily, with only 7% of the cars now in service having cast-iron wheels. It was reported that they are being eliminated at a rate of about ½% per month. While these wheels are being eliminated because they proved inadequate for today's operating conditions, some concern was expressed about the steel wheels which are replacing them. Failures of steel wheels are now the subject of an AAR investigation.

Concern over the performance of renovated journal lubricating devices has resulted in an action which would prohibit the renovation of all journal lubricating devices after Aug. 1, 1965. The proposal, still to be approved by letter ballot, was taken "in the interest of more safe and efficient operation."

Nominal capacities of freight cars are being raised in accordance with the 5% increase in allowable axle loads which was approved two years ago. This action, to be effective on Oct. 1, is taken in cooperation with the Operating-Transportation Division. When the 5% increase became effective on Aug. 1, 1962, it was applied only to the carload limits.

Changes in nominal capacities will apply only to cars which are now known as 40-ton, 50-ton, and 70-ton types. The present 40-ton car which has 5- by 9-inch journals on its axles, will have a new nominal capacity of 88,000 pounds. The 50-ton car with 5½- by 10-inch journals, will have a nominal capacity of 110,000 pounds. The present 70-ton car with 6- by 11-inch journals will have a nominal capacity of 154,000 pounds.

At the conclusion of the Mechanical Division's three-day meeting, J. A. Welsch, general superintendent motive power, Illinois Central, was succeeded as Chairman by J. H. Heron, assistant vice president—Equipment, New York Central. New vice chairman is T. T. Blickle, general manager-mechanical department, Santa Fe. ■

Test sections of Linde flame-hardened rail include one on L&N's Muldraugh's Hill, 34 miles south of Louisville.

Longer life seen for flame-hardened rail

Railroads may save an estimated $175,000 per track-mile by using rail flame-hardened by a new process. The method, it is said, can extend rail service life by at least six times.

At various points around the country—on sharp curves and in busy turnouts—heavy railroad traffic is hammering away at rail that has been subjected to a new flame-hardening process. At these points railroad men are keeping a watchful eye on test installations totaling about 70,000 feet of the hardened rail.

● **No signs of wear.** Reports are that no signs of wear have shown up in the rail in the test sections. This experience has led to agreement among the engineering departments of the roads making the tests that the service life of the rail will be increased more than enough to justify the cost.

In fact, it is estimated that railroads can save up to $175,000 per track-mile by installing the flame-hardened rail. This estimate is made by the supplier of the rail, Union Carbide Corp.'s Linde Division. Says Thomas E. Wildish, manager of Linde's Railroad Products Department: "Extensive tests indicate that flame-hardening can probably extend the service life of standard rail by six times, and possibly more. In terms of reduced maintenance, repair and replacement, we estimate that customers can save as much as $175,000 per track-mile over the greatly increased period of track life."

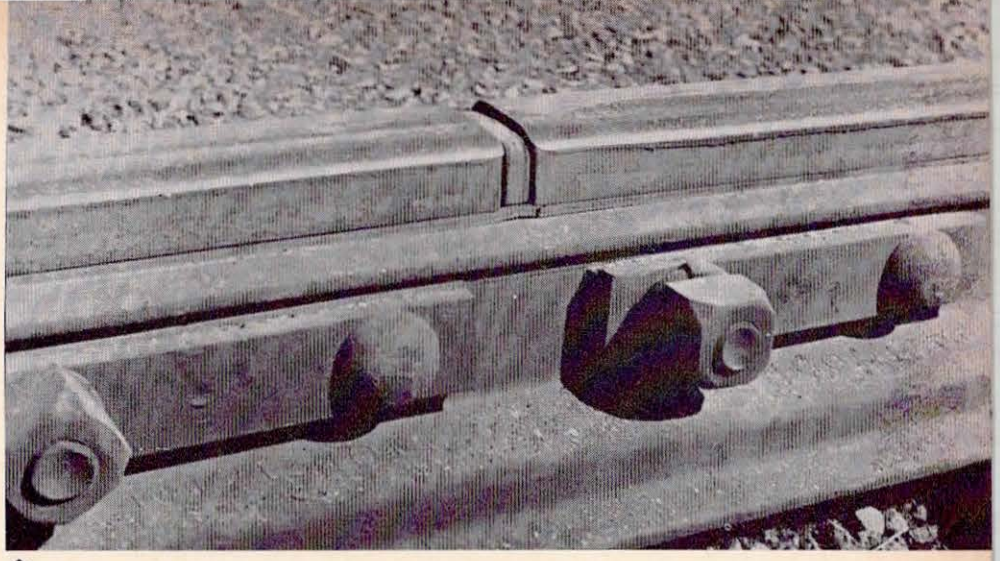
● **Three processing plants.** Plants for flame-hardening rails by the new process have been established at three major railroad centers. Each plant is in the general vicinity of a rail-rolling mill. One, at Birmingham, Ala., serves the rolling mill at U. S. Steel's Ensley works. Another is at East Chicago, Ind., convenient to the rail mill at U. S. Steel's Gary, Ind., works. The third is at Peublo, Colo., location of Colorado Fuel & Iron Corp.'s rolling mill.

The new process is said to produce a hardened case from 3/8 in. to 5/8 in. in thickness in the ball of the rail. Etched samples show that the case is symmetrical across the ball of the rail, as well as along the gauge and field sides. The Brinell hardness is approximately 375—roughly 100 points greater than that of conventional rail. It is the upper portion of the Brinell range (320 to 390) that is considered to constitute the optimum hardness for the wearing surfaces of rail.

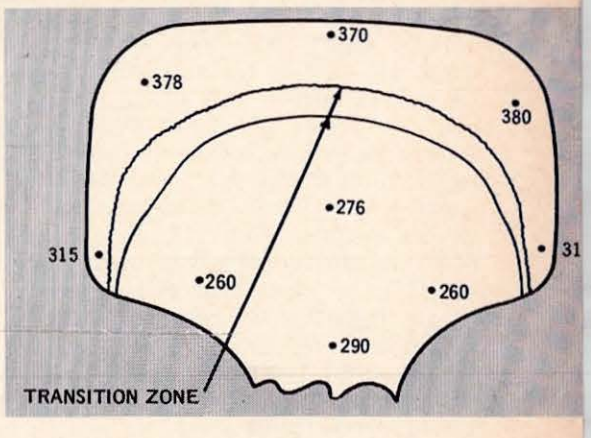
R. H. Bennewitz, sales manager of Linde Division's Railroad Products Department, points out that rail flame-hardened by the new process surpasses the specifications of the American Railway Engineering Association.

The transition in hardness from the treated ball to the unhardened fillet (see accompanying illustration of a cross section) is said to be gradual and uniform, a characteristic which, it is pointed out, minimizes the possibility of premature failure.

● **Controlled hardness pattern.** The primary advantage claimed for Linde's new process is its ability to produce a controlled—and consistently reproduc-



Standard and flame-hardened rails meet at an insulated joint—and tell a story. Standard rail on right shows severe roll-over. Flame-hardened rail, on left, shows no sign of wear.



Typical hardness pattern for Linde flame-hardened rail is shown by this drawing. Transition zone between the ball and the fillet is said to be gradual and uniform.

ible—hardness pattern in the ball of the rail without adversely affecting the strength of the rail fillet. This precisely controlled hardening is said to assure maximum protection of rail surfaces subject to the greatest wear.

Other important characteristics are claimed for the process. One is that rail flame-hardened by it possesses near-ideal stress characteristics—specifically, bi-axial compressive stresses of approximately equal magnitude in both longitudinal and transverse dimensions. Another is that the flame-hardened rail requires no gagging or straightening.

● **What the tests show.** Reports received from railroads with installations of flame-hardened rail indicate that expected extended service life is being realized.

One of these railroads found itself in position to make a quick comparison between the performance of the flame-hardened rail and standard rail. This road installed some of the hardened rail on a 12-degree curve. While the work of installation was under way it was found that a six-foot length of rail was needed to close a gap. A piece of conventional (non-flame-hardened) rail was used for this purpose.

"Within two weeks we could notice the difference," said the road's top maintenance officer. He went on to explain that at the end of the two-week period the "control" rail was already beginning to show signs of wear, whereas no such signs could be observed in the hardened rail.

In addition to the installation on the 12-degree curve, this road has inserted flame-hardened stock and closure rails in several turnouts. Although these rails have been in service only since last fall they are already bringing the road a reduction in maintenance costs. "Conventional rails in these locations would have long since developed flow of the metal in the head," said a spokesman. "But there has been no flow of the flame-hardened rails, and hence we have saved the cost of the grinding that would otherwise have been necessary."

● **Already a standard.** As a result of its experience with the flame-hardened rail this road has established the practice of using the rail for stock and closure rails in turnouts and for both the high and low rails on sharper curves. This company, a relatively small Class I line, has already placed an order for 5,000 feet of the flame-hardened rail for installation in 1965.

About a year ago another road installed 525 flame-hardened rails on curves in which the curvature ranges from 5 deg to 9 deg 30 minutes. The territory where the rails were installed carries about 25 million gross tons of traffic annually. "In this territory," said the chief engineer, "it has been our experience that conventional rail has to be transposed or changed out in a year to 18 months after installation. From our observation of the flame-hardened rail to date it appears that this rail is going to give at least three to four times the service life of non-flame-hardened rail."

● **Selecting plant locations.** Linde flame-hardened rail has been ordered by seven railroads for a total of about 34 miles of track, reports the company. Other installations are in the planning stage.

To meet the growing demand for the rail, Linde selected the locations of the three plants on the basis of convenience and economy in serving railroad customers from coast to coast.

The initial facility in Birmingham has already been expanded to serve the southern market; the East Chicago plant was established to serve railroads in the central and northeastern states. The third plant, at Pueblo, started production in May to supply customer requirements in the western sections of the country.

Each of the plants has existing capacity for treating 380,000 feet of rail annually, and all are designed to be expanded readily to meet customers' requirements, says the company. ■

80-ft, two-deck car for livestock?

To the question and answer editor:

Each week's carloadings summary discloses a further decline in rail carloadings of animals and animal products. The largest part of this decline is attributable to fewer and fewer carloadings of livestock due to the massive inroads into this traffic by the so-called exempt truckers.

Railroads today possess the tools and techniques by which a sizeable portion of this traffic can be returned to the rails. Specifically, these tools and techniques are the faster trains and larger, higher-capacity freight cars which are almost commonplace today.

The 40-foot, 40-ton livestock car is the victim of the same circumstances that caused management to abandon the standard car and tailor the equipment to the shipper's needs.

What I envision as the ideal livestock car of the future is an 80-foot, 75-ton-capacity, double-deck car. Equipped with roller bearings and heavy duty draft gear and trucks, this car would be subject to a minimum of delays for repairs. As many as 180 head of cattle could be loaded on the two decks of the car.

At the present time, many carloads of cattle move into Phoenix, Ariz., for feeding prior to slaughter. Truckers have made some inroads into this traffic. Unless steps are taken to halt the trend, within five years all livestock traffic into Phoenix will be moved by truck.

A typical movement of cattle from southwestern Texas to southern Arizona will produce revenues of approximately $320 per car, exclusive of feeding and watering charges. A similar movement, making use of the proposed "jumbo" car, would move four regular carloads of livestock in one car, and produce revenue of approximately $1,280. The comparison is more easily seen in the table below.

Many railroads are almost discouraging livestock shipments today because of the poor condition and age of their livestock car fleet. The low revenues per car and the special handling required (expedited movement and feeding and reloading operations) make this traffic less than lucrative. D. Philip Locklin, in his textbook, "Economics of Transportation," states that "cattle and calves in single-deck cars produce only 74% of the fully distributed costs" of such a movement (p. 136, table 13).

While the 80-foot cattle car would not end all the problems associated with the rail movement of livestock, it most certainly would alleviate some of the basic difficulties, and could turn this traffic into highly lucrative freight.—*Norman C. Orfall, brakeman, Los Angeles Division, Southern Pacific, Los Angeles, Calif.*

	One 40-ft car	Four 40-ft cars	80-ft "jumbo" car
Weight of load	20,000 lb	80,000 lb	80,000 lb
Revenue	$320	$1,280	$1,280
Revenue per car-mile	32¢	32¢	$1.30
Revenue per ton-mile	3.2¢	3.2¢	12.8¢

Ship autos as baggage?

To the question and answer editor:

A question of timely interest is suggested by the April 27 issue of Railway Age (p. 82). On that page a brief report tells about the return to the manufacturer of four Slumbercoaches because of declining patronage. On the same page, the multi-level rack car is given main credit for the soaring of the rail share in the automobile-moving market.

The question arises, "Has the conventional Pullman car or Slumbercoach a future of explosive potential from use of the multi-level rack car in passenger-train service, to supplant in effect the conventional baggage car and baggage handling?"

Deterioration of rail passenger service in recent years might be acceptable in the interest of progress if such were the case, but all too often, the exact opposite has held true. In view of the decline in use of solid fuels, the diversion of bulk material shipping to waterways, and the ever increasing use of motor vehicles in maintaining retail inventories, the rail industry can ill afford to let go by default a potentially profitable passenger business. Successful demonstration of railroad capability for low-cost mass transportation of new automobiles appears to have established a fundamental [principle] that is [also] applicable to "Union Station" and the intercity passenger train.

Introduction of the drive-in concept at "Union Station," it appears, would require no great physical change or involve any of the complicated common carrier plans, costly equipment ownerships, and protective rate structures encountered in the traffic of semi-trailer piggybacking. Present key passenger trains that lack enough public demand to justify continuance may very well hold a potential of break-through proportions by adding but one high-speed, multi-level flat car and installing at initial and final terminals of such trains a common singlepost-hydraulic hoist such as may be seen at most any local gas service station.

Comparing tariffs for transporting new automobiles with the fully distributed costs which would enter into the handling of private automobiles as baggage between two predetermined points (at a cost well under that of driving the automobiles) appears to lend support to the belief that the sleeping car, in close association with the multi-level flat car, is capable of effectively challenging the 500-mile flight schedule and the over-night motel stop. The load factor for a bi-level car, carrying eight large automobiles each way in passenger service, would by simple arithmetic exceed that of a tri-level car carrying 15 smaller automobiles one way in freight service and returning empty. High utilization of equipment and low empty mileage would contribute in the fullest measure to the economic aspect. (Empty mileage is still a deterrent to the fullest economic realization of the integral-train concept.)—*George Bender, yardmaster, PRR, Hollidaysburg, Pa.*

This department provides a forum for railroaders who want to explore questions of importance to their industry. Both questions and answers will be welcomed from readers at all levels of responsibility in the industry and associated fields. Railway Age will pay $10 to any reader submitting a question that forms the basis for a column discussion. Correspondence should be addressed to Question and Answer Editor, Railway Age, 30 Church Street, New York, N.Y. 10007.

Landreth's

pre-molded Urethane foam panels provide the first revolutionary design in insulated box cars and reduce manpower and speed car building

Dateline Chicago

Landreth pre-molded Urethane foam panels offer Greater capacity, Greater payload, Greater insulation efficiency

Through years of research and development, Landreth engineers have perfected the most efficient Urethane Panel available today.

The New, Landreth Pre-Molded Urethane Foam Panels enable railroads and carbuilders to build a better car faster, with less man hours in their own shops. The new Landreth System enables the builder to provide a urethane foam car without the necessity of installing special machinery and costly facilities.

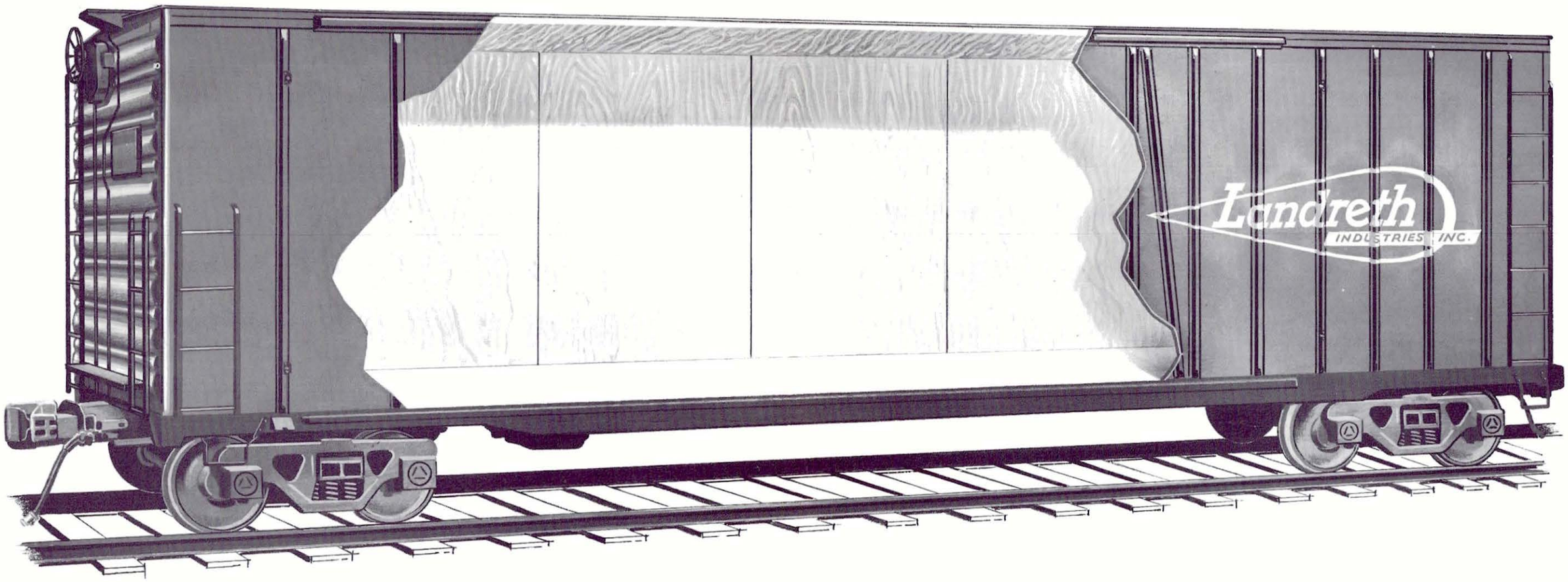
By using the Landreth System, the builder can realize a savings, and still provide the user with a more efficient insulated box car.

Landreth Pre-Molded Urethane Panels provide superior insulation while using only one-half as much material as conventional insulations. Thus, more cubic content can be obtained without increasing the size of the car.

Only 14 panels are required per car, cut to size and ready to bolt into place—6 for the sides and ends, 2 for the doors, 3 for the ceiling, and 3 for the floor. An effective fastening system provides fastening without the normally associated heat losses. After installation, the car is completely sealed by using a Urethane Foam Seal System, developed by Landreth Industries. Landreth technicians provide on-the-job instruction for the entire installation and sealing operation.

Landreth pre-molded Urethane foam panels can make your insulated box cars the pride of the fleet

The first completely insulated car



★ Installation of Landreth's Pre-Molded Urethane Foam panel is simple and quick. Panels are moved into production line on flat cars and lifted into cars by cranes.

★ Only 14 panels per car—panels are pre-trimmed, complete and ready to bolt into place for the sides, ends, ceiling, floor and doors.

★ Insulation thickness is reduced by one-half over conventional insulation materials.

★ A unique and effective fastening system provides fastening without the normally associated heat loss.

★ Three completed ceiling sections ready to bolt into place.

★ Three completed floor sections ready to bolt into place.

★ Landreth utilizes urethane foam machines to seal the car—insuring a complete air-tight car.

More cars are equipped with Landreth pre-molded Urethane foam panels than any other panel available on the market today

- ★ Take advantage of Landreth engineering and research staffs. The Landreth specialists can engineer and design a car to suit your needs that can be built in your own shops.
- ★ Now you can free capital that would normally be invested in special facilities, research, laboratories, engineering, and labor.
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- ★ Seven foam machines equipped to provide uniform volume and temperature control of the feed streams insure fast and efficient production. By combining engineering know-how, trained personnel, modern research facilities, and quality materials, Landreth now offers the industry the most efficient pre-molded Urethane Foam Panel available today!
- ★ Landreth Industries is taking advantage of all the recent advances in technology.

Landreth pre-molded Urethane foam panels are number one today

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Eastern roads to try milage rates on corn

Reduced truck and water competitive charges, effective July 15, cover transportation only. Accessorial services are eliminated.

A straight mileage rate on raw corn, without such accessorial services as milling or storage in transit, is being proposed by Eastern railroads. It is embodied in TL-CTR Freight Tariff E-772, filed to become effective July 15.

Originally designated as T. E. 195, the new rate is often referred to as a New York Central proposal, but it has in fact been embraced by other eastern carriers as well. NYC Marketing Vice President A. E. Baylis calls it "a far-reaching effort to return grain traffic to the rails, and save money for the grain trade."

He describes its other features as follows:

"The proposed rate scale is relatively simple. It is based strictly on Docket 28300 mileage, can apply alike on grain and grain products, and is simply a payment for mileage service. Roughly, it represents about a 25% reduction under present rates and charges. Thus, if a shipper is only interested in buying ton-miles, he can save 25%, and he will find rail transportation much more economical than any other mode of carriage. The rate program includes a choice of using rail-owned box cars, rail-owned high-capacity covered hopper cars, or shipper-owned large covered hopper cars at rates pegged low enough to help amortize the investment within a reasonable period.

"If, for convenience, it is necessary to stop for inspection, reconsignment or diversion (or all three), a flat charge of $20 per car is assessed. But this service is paid for only when or if used.

"Built into the new low rates is a program to encourage better utilization of equipment through a maximum loading or unloading time of 24 hours for each."

The new mileage scale will alternate with present rates. The latter, with their included charges for milling, storage or other accessorial services, will continue to be available for shippers who need them, or who want more than the one optional stop mentioned by Mr. Baylis.

● **Corn first.** Initially, application of the new rates will be limited to raw corn from origins east of the Indiana-Illinois border to all destinations in Official Territory. Corn was deliberately selected for the first application of the frankly experimental "frill-free" rates because it loads heavily and is especially susceptible to truck and water competition.

Eventually, however, it is hoped to apply similar straight mileage rates to corn products and to other grains and their products. It is also hoped to extend such rates to origins west of the Indiana-Illinois line if the problem of arbitrary charges for grain gathering services can be overcome.

● **Why the new rates?** Underlying the T.E. 195 proposal are two major factors:

(1) Tonnage of rail-hauled grain has been decreasing;

(2) Costs of handling it have been increasing.

The resulting dilemma, and the railroads' way out of it, are also explained by Mr. Baylis:

"In the East, rail grain tonnage is sagging badly, having dropped from almost 58% of the total tonnage to about 40% in six short years. We cannot long live with such a tonnage decline in a commodity grouping so vital to our total volume. Neither can we permit this erosion to continue in this commodity group where a high growth factor is predicted. Prediction of growth factors in grain and its products of 40 to 50% in the next 15 years point to the huge pool of new business that is becoming available. We do not intend to sit idly by and watch archaic pricing methods saddle us with less and less tonnage in an ever-growing market.

"In addition to the determination to increase volume, our program demands a complete re-evaluation of the economic results of moving grain and grain products by rail. Those results leave much to be desired today. Under current costs, many (if not most) railroads lose money in many of their grain movements. Basic rate levels have been adjusted and readjusted until they are very low. At the same time, such accessorial services as inspection, diversion, reconsignment, transit for storage and processing are still granted despite the low rate structure.

"This results in two bad situations. (1) Many rates are non-profitable when current costs of performing all extra services are calculated. (2) Many shippers are being forced to pay the 'average' rate into which is built part of the costs of services they may not need or use.

"The present method of publishing rail grain and product rates has outlived its usefulness, is unfair to carriers, shippers, processors and receivers alike. It does not meet today's and tomorrow's needs. It should be completely overhauled. That is our ultimate objective."

First proposal for meeting that objective was embodied in T.E. 193. That called for a general adjustment of grain rates. But agreement proved impossible because of interest in maintaining origin relationships. Thus, T.E. 193 was inactivated in favor of T.E. 195.

● **Shipper position.** There has been some shipper opposition to the new simplified mileage rate plan. This appears to be based principally on the fear that mileage rates will upset origin relationships or the grain futures markets.

Railroad spokesmen, however, point out that shippers don't worry about relationships or futures when shipping by truck or water. They feel, too, that much of the opposition is based more on fear of change itself than on the actual changes being proposed.

Most raw grain shippers and "more than half the big processors," they add, either favor the new rates or are willing to go along with them. With that as a starter, they hope successful application of the rates will eliminate what opposition there is. ■

Direct cars to Puerto Rico

Loaded freight cars can now be moved direct from continental United States to Puerto Rico. The shipments are made possible through inauguration by Seatrain Lines, Inc., of twice-weekly sailings in each direction between New York and San Juan, plus installation of terminal facilities at the latter city. Those include some two miles of rail sidings where cars can be loaded and unloaded, and a 125-ton shore-based gantry crane for transferring cars between ships and tracks. The San Juan terminal, which also handles highway trailers, was built at a total cost of about $1 million on land made available to Seatrain by the Puerto Rico Ports Authority.

The new service will permit through shipment to the island of heavy equipment without dismantling; bulk shipping of petroleum, chemicals and other liquids, and transport of heavy loads as complete units. ■

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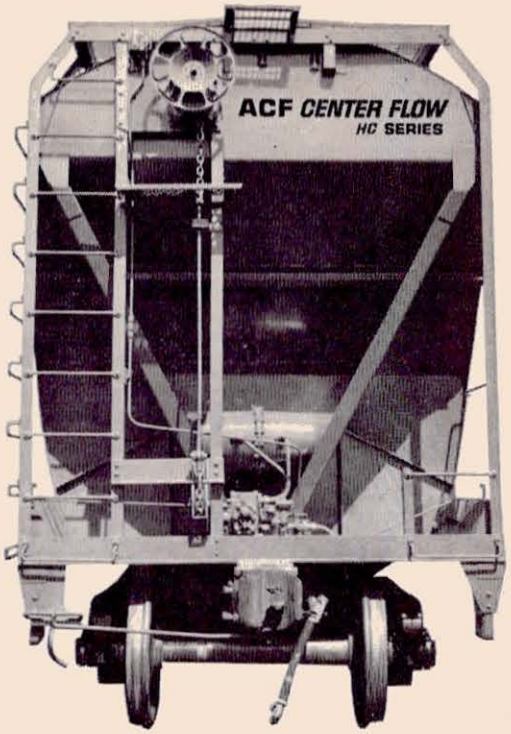

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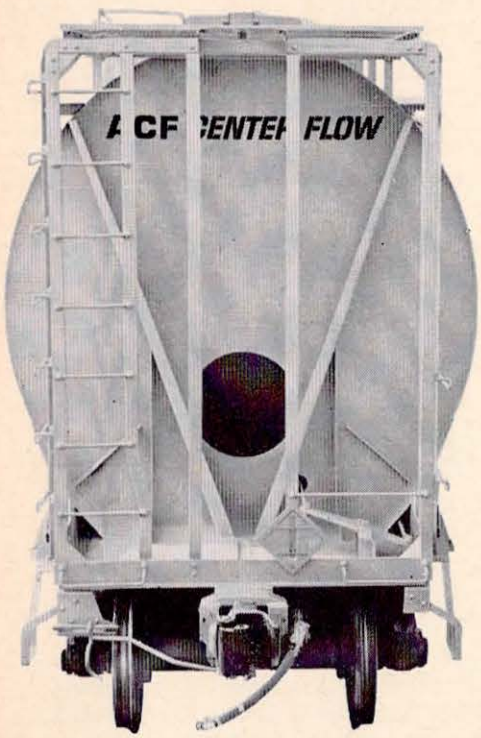

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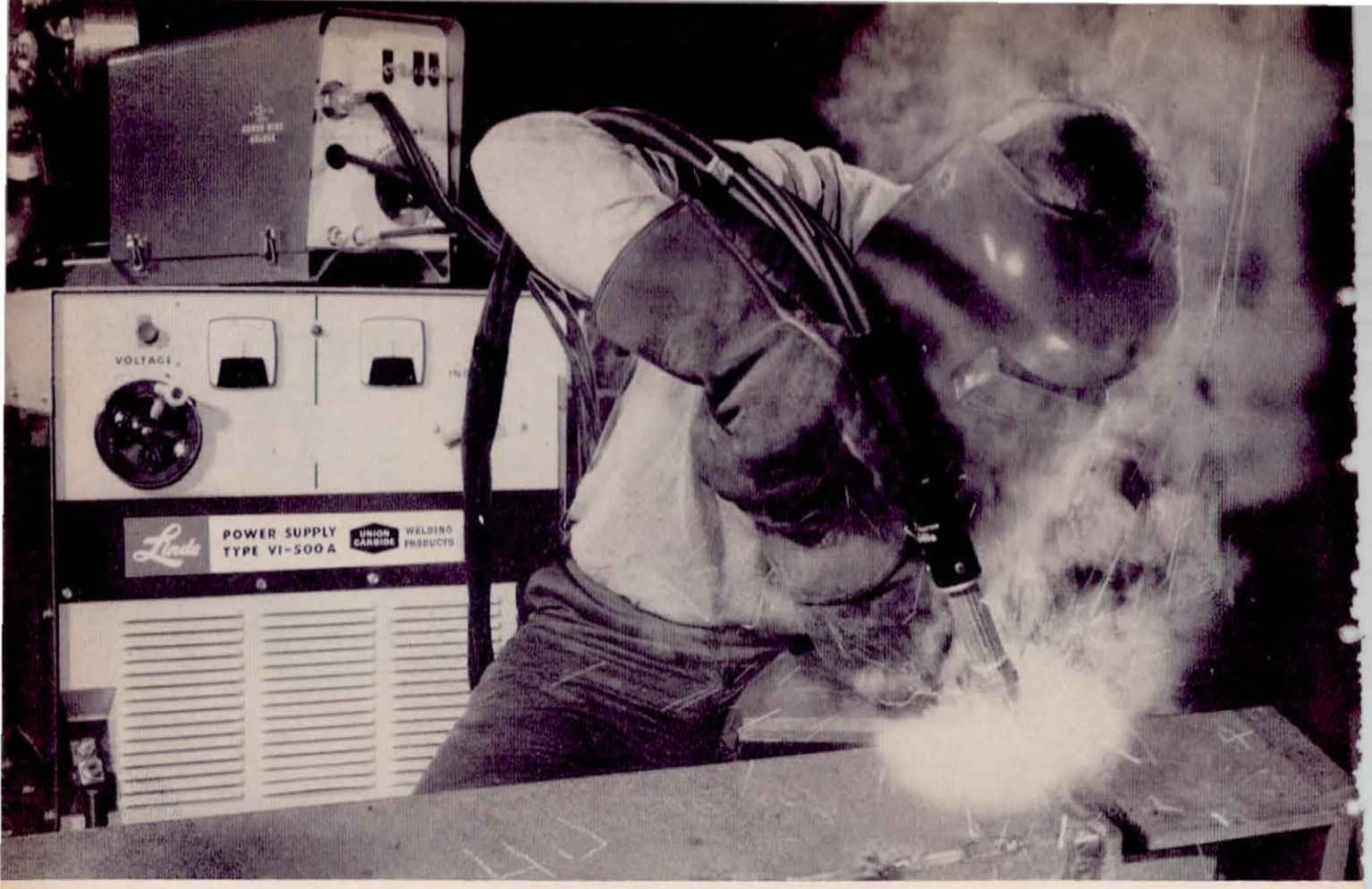

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Convert to LINDE cored-wire welding. Build four freight cars a day and pay off your entire installation in less than two months. How? You can do it because you'll reduce welding costs by $175 per car. After two months they will have paid for themselves. Then, you'll have $14,000 in your pocket for each additional month of your car building program.

How can a LINDE cored-wire welder realize such savings? For one thing, the operator can work up to 2½ times faster. He can weld right over paint or rust. He can even weld over slag, and get 100% radiographically sound welds. He can work at angles up to 45°. And he can make single-pass or multipass welds with the same wire—you stock only one kind of wire.

Here is a semi-automatic process that exactly fits car building needs. It's a complete unit. It includes a rugged constant-speed control with a durable quick-release wire drive (speeds 90-400 ipm). The 500-amp power supply, built to take heavy treatment, works with a sturdy 500-amp air-cooled torch. Everything is mounted on a strong, free-wheeling cart that also has room for two gas cylinders.

To get a copy of our new technical bulletin, ask your LINDE representative or write Union Carbide Corporation, Linde Division, Railroad Products Department, 270 Park Avenue, New York, N. Y. 10017, or 230 N. Michigan Avenue, Chicago, Ill. 60601.

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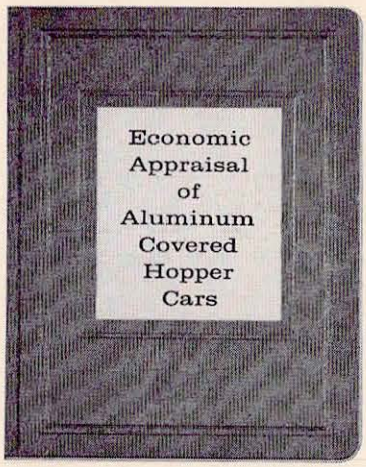
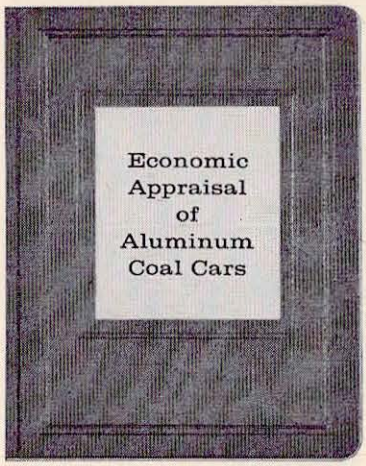
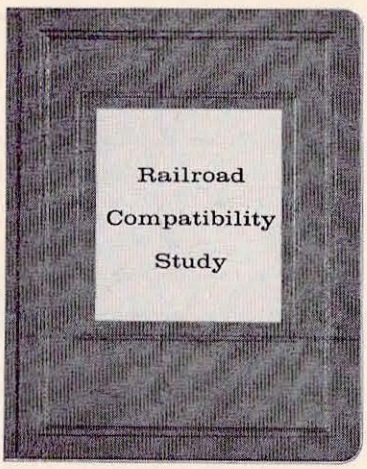


A complete study of operating costs for covered hopper cars now in service. Includes details on the economies of partially loaded cars and tables illustrating the economies of assigned runs.



A detailed projection of a 10-year mine car usage program indicating savings of $1,148,992 over steel cars in operating costs alone.



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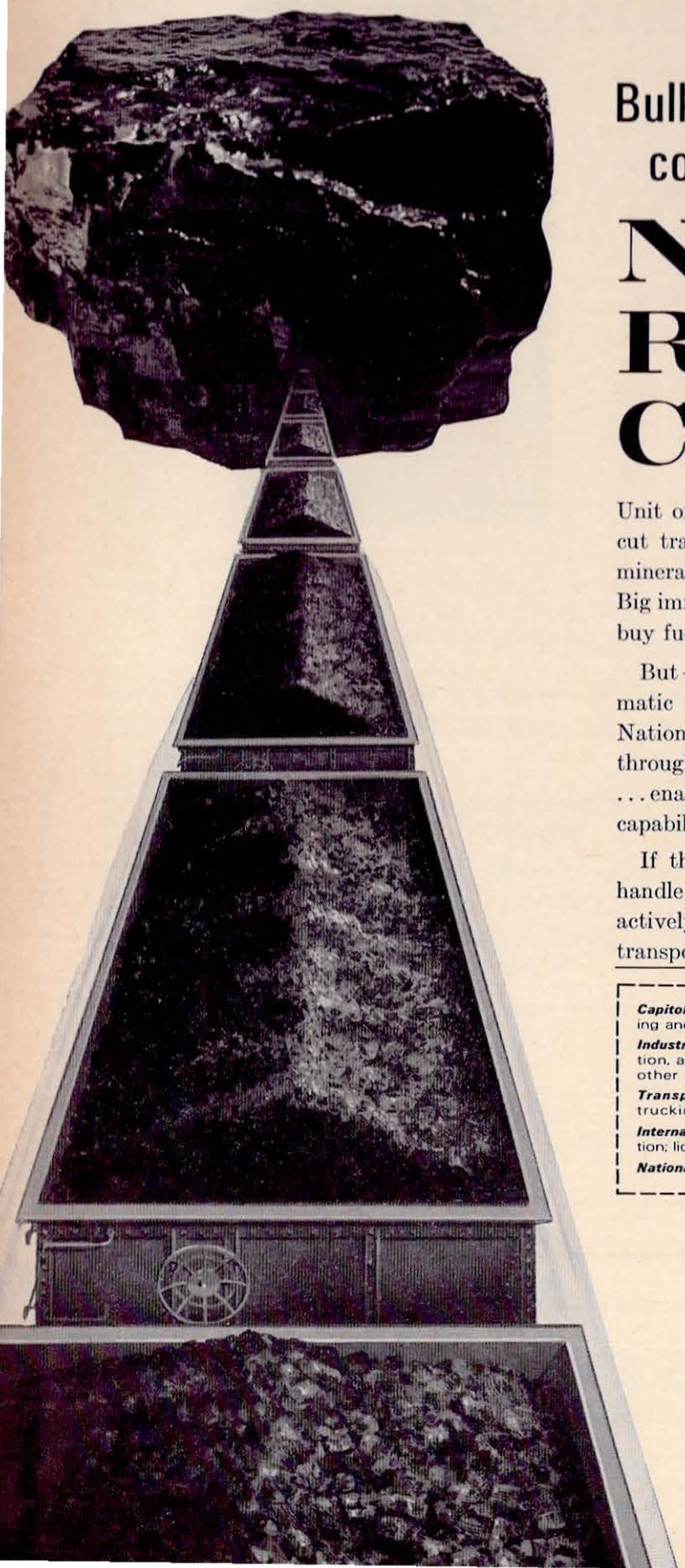

Bulk coal freight costs reduced with continuous rotary dumping using

NATIONAL ROTARY F COUPLERS

Unit or integral trains — a one-cargo, single service concept — can cut transportation costs of bulk raw materials such as coal, ores, minerals, to rates that meet or beat any other form of transportation. Big immediate gainers are coal-burning electric utilities that can now buy fuel at a guaranteed price per heat unit.

But — success of unit/integral trains depends on high-speed automatic unloading to minimize handling and turnabout time. The National-developed Rotary F Coupler permits freight cars to be put through a rotary dump on a continuous basis without uncoupling ... enables unit/integral trains to attain their fullest cost-cutting capability.

If there's a better, more practical or safer way to transport or handle almost any commodity, National has the answer — or is actively seeking it. For at National, planning — in terms of total transportation requirements — is a way of life.

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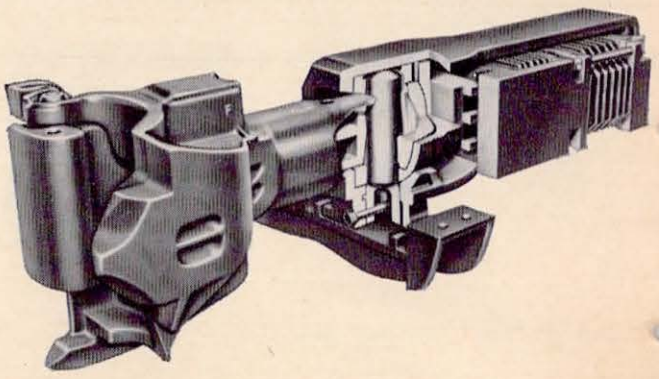
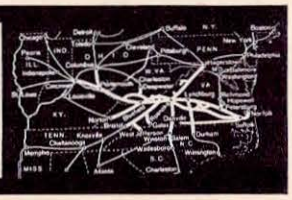


New N&W Log Cars Have 60% Greater Capacity, Unload In Seconds

Log shippers appreciate these new 90-ton Norfolk and Western log cars. With reason. They hold more and they unload in a matter of seconds. N&W-designed-and-built, these cars are efficient. At unloading points, where the track is slightly tilted, lever-operated side stakes swing up and out, and the logs roll off instantly. Result—savings in time, labor and money. Until now logs were unloaded by a crane, one at a time.

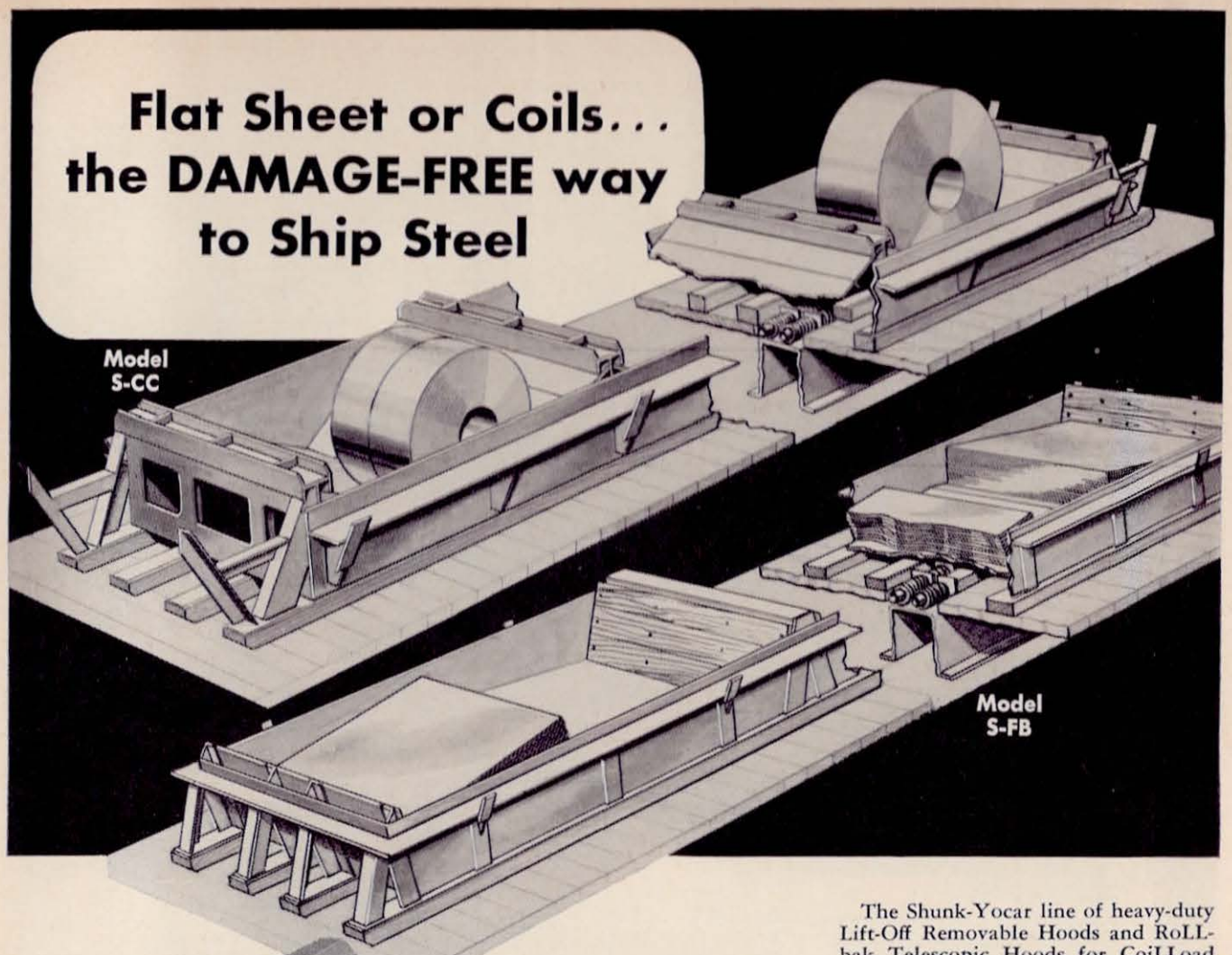
The new log cars are an N&W concept. Completely. And they exemplify our willingness to pioneer; to find new solutions to shippers problems. Our "fit the car to the cargo" attitude has given us some 35 different types of special equipment. Among them may be a car ideally suited to your needs. Ask your N&W representative for details. He will help you find the answer you've been looking for.

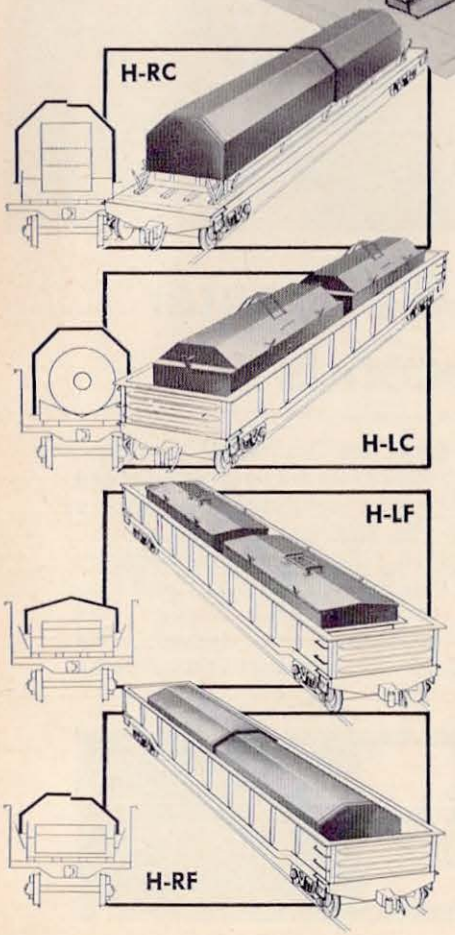
N&W



Norfolk and Western Railway • General Offices • Roanoke, Va.

Flat Sheet or Coils... the DAMAGE-FREE way to Ship Steel





Whether you want maximum protection for steel coils or flat bundled sheet, Shunk-Yocar has the answer for your specific operations . . . the most efficient and safest way to ship.

The Shunk-Yocar model S-CC CoiLLoad Steel Coil Skid prevents severe shock from damaging *crosswise* loaded steel coils . . . absolute protection to coil "eyes." Buffer springs built into the skid allow the skid and coils to shift together within the car . . . absorb the shock by providing 20" of skid travel in both directions. The model S-CL CoiLLoad Skid, designed for *lengthwise* loading, offers these same features.

The Shunk-Yocar model S-FB FLatLoad Skid provides damage-free transit of flat bundled sheet. The new FLatLoad Steel Skid has the same basic heavy-duty construction and spring buffer device as the CoiLLoad Skids.

Both the CoiLLoad and FLatLoad Steel Skids are available in 50-ton and 100-ton capacities.

YOCAR Shunk

The Shunk-Yocar line of heavy-duty Lift-Off Removable Hoods and RoLLbak Telescopic Hoods for CoiLLoad and FLatLoad Steel Skids offer protection against the effects of dirt and weather. One of these Shunk-Yocar Hoods will meet your demands:

Model H-LC-1—Lift-Off Removable Hood for CoiLLoad Skids
Model H-LF-1—Lift-Off Removable Hood for FLatLoad Skids
Model H-RC-1—RoLLbak Telescopic Hood for CoiLLoad Skids
Model H-RF-1—RoLLbak Telescopic Hood for FLatLoad Skids

The model H-LC-1 and model H-LF-1 Lift-Off Removable Hoods offer an economical method of protecting the steel in transit.

The model H-RC-1 and model H-RF-1 RoLLbak Telescopic Hoods offer the maximum in easy loading and unloading. The RoLLbak Hood's two-section arrangement allows the car to be loaded and unloaded without removing the hood from the car . . . no dock space is required for hood storage.

For additional information on the Shunk-Yocar DAMAGE-FREE way to ship steel, write the Shunk Manufacturing Company, Bucyrus, Ohio . . . leading fabricator of heavy steel products since 1854. Request Bulletin 1100.

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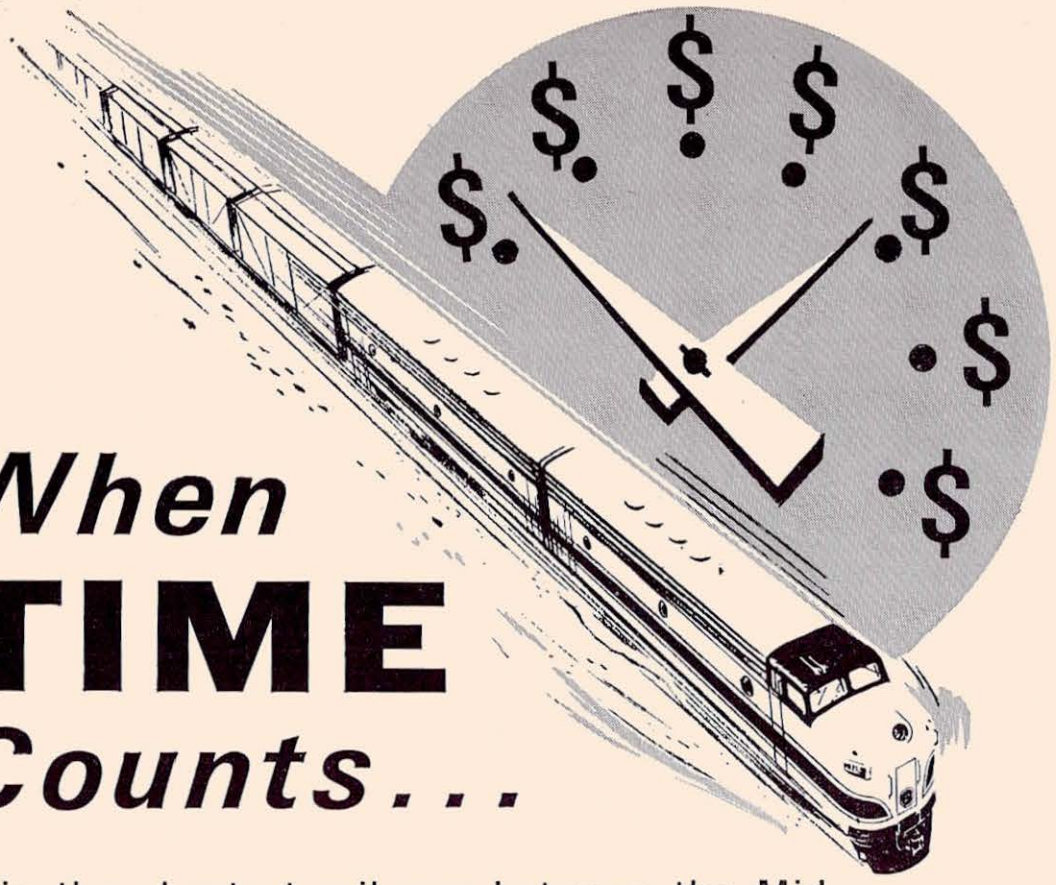

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Transportation has its own guerrilla war

Rail-using shipper cooperative associations are fighting for their legal lives against attempts to put them out of business.

A struggle that has all the aspects of a red-hot guerrilla war is in full swing in the transportation industry.

As in most guerrilla warfare, it's a struggle in which battle lines are somewhat loosely drawn, and participants not always clearly identified. It is a contest which is largely submerged, so far at least as public attention is concerned, under the sound and fury of heavy firing on such all-encompassing matters as rate regulation and user charges. But it is a dispute of comparable importance to many of those engaged in it.

● **Who's who.** On one side of this guerrilla war are an estimated 300 non-profit shipper cooperative associations, who feel that their economic values and perhaps their legal lives hinge on the outcome. Leading the fight for them is the National Conference of Non-Profit Shipping Associations. Its members number only a score or so of older and better established co-ops—but they in turn claim to represent nearly 3,500 individual shipping businesses.

Ranged against the co-ops are some freight forwarders and at least a segment of the common carrier trucking industry. For the latter, the fight is spearheaded by the Committee on Transportation Practices (COTP) — a joint organization of the National Motor Freight Traffic Association and the Regular and Irregular Route Common Carrier Conferences of American Trucking Associations.

● **Sources of friction.** Issues between these opposing forces revolve around the co-ops' activities in assembling, consolidating and forwarding shipments for their members. In performing those functions they act, in effect, like commercial freight forwarders.

What actually bothers the truckers, co-op spokesmen contend, is that non-profit shippers' associations have become important users of rail box car or TOFC service for freight that formerly moved by highway. Co-op members are generally (though by no means invariably) small businesses, whose shipping needs might be satisfied by less-truckload shipments. But increases in LTL rates have made other means of transport look attractive. And shipping associations — mushrooming in number from less than 100 in 1957 to between 300 and 400 today — have helped to provide the desired alternative.

No one can say for sure just how much traffic such associations may have "rediverted," all told, from truck to rail.

The National Conference estimates, however, that its 20 members (less than 10% of all shipping associations) handle upwards of 175,000 tons of freight per year. That's equal to more than 8,750 TOFC trailerloads of 40,000 pounds each, or probably a greater number of carloads, considering the nature of the freight involved. All this may not move by rail, though it is said that 90% of it does. But it represents in any case enough business to give truckers cause for concern—and lend credence to the co-op argument that its potential loss is what really underlies trucker opposition to shipping association activities.

By the same token, it is enough business to indicate a basic community of interest between railroads and legitimate cooperative shipping associations.

● **No man's land.** That puts railroads in something of a no man's land in the guerrilla war.

As the most heavily regulated mode of transport, railroads have a fundamental interest in opposing any shipping operation which has about it even a shadow of illegality. But they have an equally strong interest in supporting any legitimate, legally-operating, traffic-tendering customer, be it an individual shipper or an association of shippers.

● **Tests.** To be considered a legitimate non-profit shipping association rather than a commercial forwarder, a cooperative must satisfy at least three legal requirements.

(1) The co-op must serve only its own members; not the public generally.

(2) It must serve those members without profit to itself.

(3) It must be controlled by its members, and they in turn must bear the essential risk of the success or failure of their co-operative non-profit operation.

Associations which can clearly meet those three tests can claim (and probably receive) exemption from economic regulation by the Interstate Commerce Commission under Section 402(c)(1) of the Interstate Commerce Act. (Part IV of that Act provides for regulation of commercial forwarders serving the general public for profit-making purposes. But Section 402(c)(1) stipulates that "provisions of this part shall not be construed to apply to the operation of a shipper, or a group or association of shippers, in consolidating or distributing freight for themselves or for the members thereof, on a non-profit basis, for the purpose of securing the benefits of carload, truckload, or other volume rates.")

What introduces the ultimate confusion into the guerrilla war battle lines is the question of which co-ops meet the tests for regulatory exemption—and which do not.

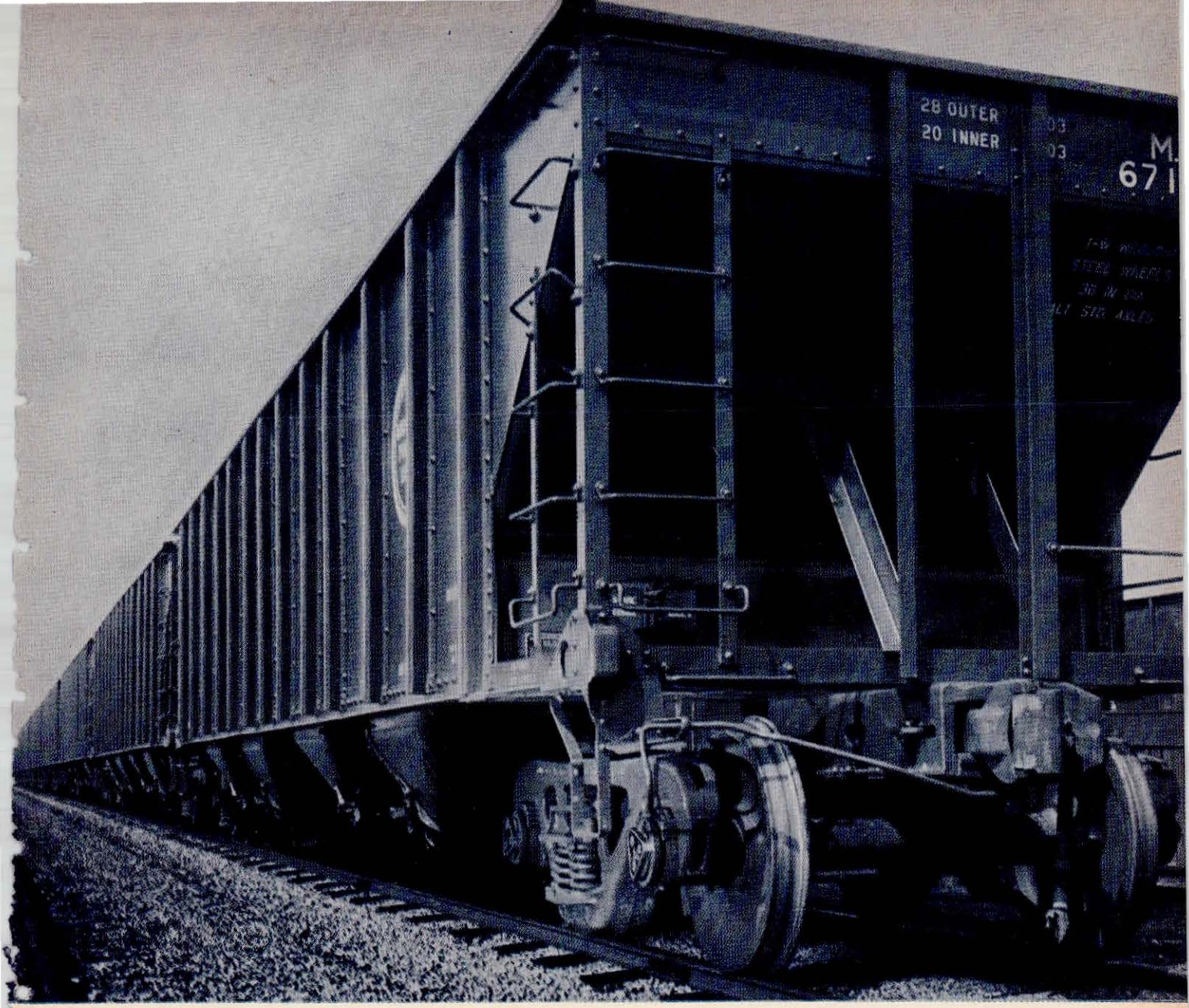
COTP spokesmen concede that some co-ops are entirely legitimate, under 402 (c)(1). It claims that others violate either the letter or the spirit of the law — usually by being essentially money-making organizations more or less thinly disguised as non-profit groups, or by too loose an observance of the "membership" requirement. COTP says it wants the ICC to establish "ground rules" as to what constitutes a legitimate shipping association. Toward that end, it has filed some 40 complaints against individual groups, and has won some of the few which have been settled up to now.

Co-op spokesmen, for their part, concede that some shipping associations may be vulnerable on some grounds. But they insist that many of the truckers' accusations are based on what they call nothing more than "flimsy technicalities." And they strongly reject any suggestion that such charges can be levelled against all shippers' associations.

The opposing claims seem to put the ICC, like the railroads, in the no man's land between the contending forces.

The Commission apparently would like to have the better guide lines which COTP says it is seeking. Some such lines were actually established last January, in the so-called "Atlanta case," involving the Atlanta Shippers' Association. The fact that the full Commission participated in deciding that case indicates the importance which the ICC attaches to this whole subject. The fact that the decision was 6 to 5 gives a clue as to its complexity.

On several occasions within the past 10 years the Commission has recommended that Congress amend Section 402(c) "to make the exemption of shippers' associations and shippers' agents applicable only where the operation is that of a bona fide association or agent as defined in that section." Probably, the Commission has said, "the great majority of such individuals and groups



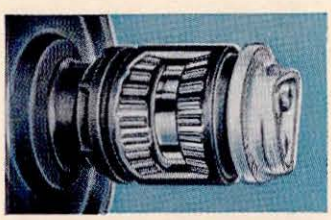
MoPac offers new shipping service, starts 100-ton hoppers rolling on Timken® "AP" bearings

Four hundred of these Missouri-Pacific 100-ton hoppers are hauling iron ore, coal, and other bulk commodities today. And soon 200 more will join the fleet. There'll be Timken® "AP" tapered roller bearings at each of the 4,800 wheels.

This modern railroad's "Roller Freight" fleet of rolling stock also includes: 2,930 box cars, 600 hoppers, 100 gondolas, 20 piggyback flat cars and 700 covered hoppers.

What's more, Texas and Pacific and Missouri-Illinois, MoPac subsidiaries, have over 300 Timken bearing-equipped cars. Grand total: over 4,300 cars on Timken bearings.

Timken "AP" bearings solve the hot box problem—#1 cause of freight train delays. As a shipper, you profit from the railroad's diminishing maintenance problems. Because your goods travel faster and safer on "Roller Freight" than on outmoded bearings. Like many of America's railroads, MoPac is using Timken bearings in a further effort to improve shipping service.



And fortunately for the shipper, for the railroad industry and for us, the Timken Company has specialized in *tapered* roller bearings for 65 years. They help your product enjoy a smoother trip to market. The Timken Roller Bearing Company, Canton, O. Also makers of Fine Alloy Steel and Rock Bits.

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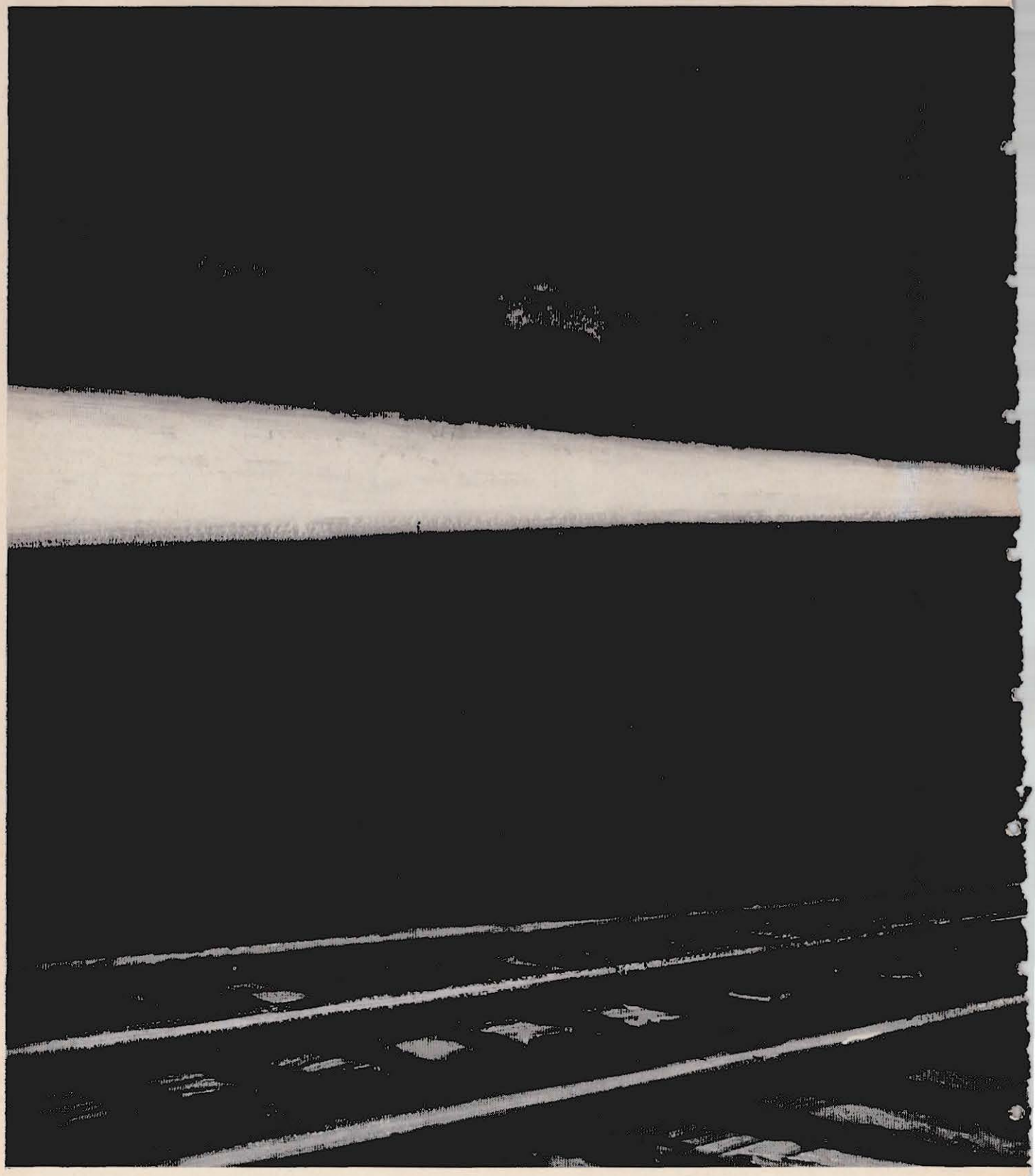
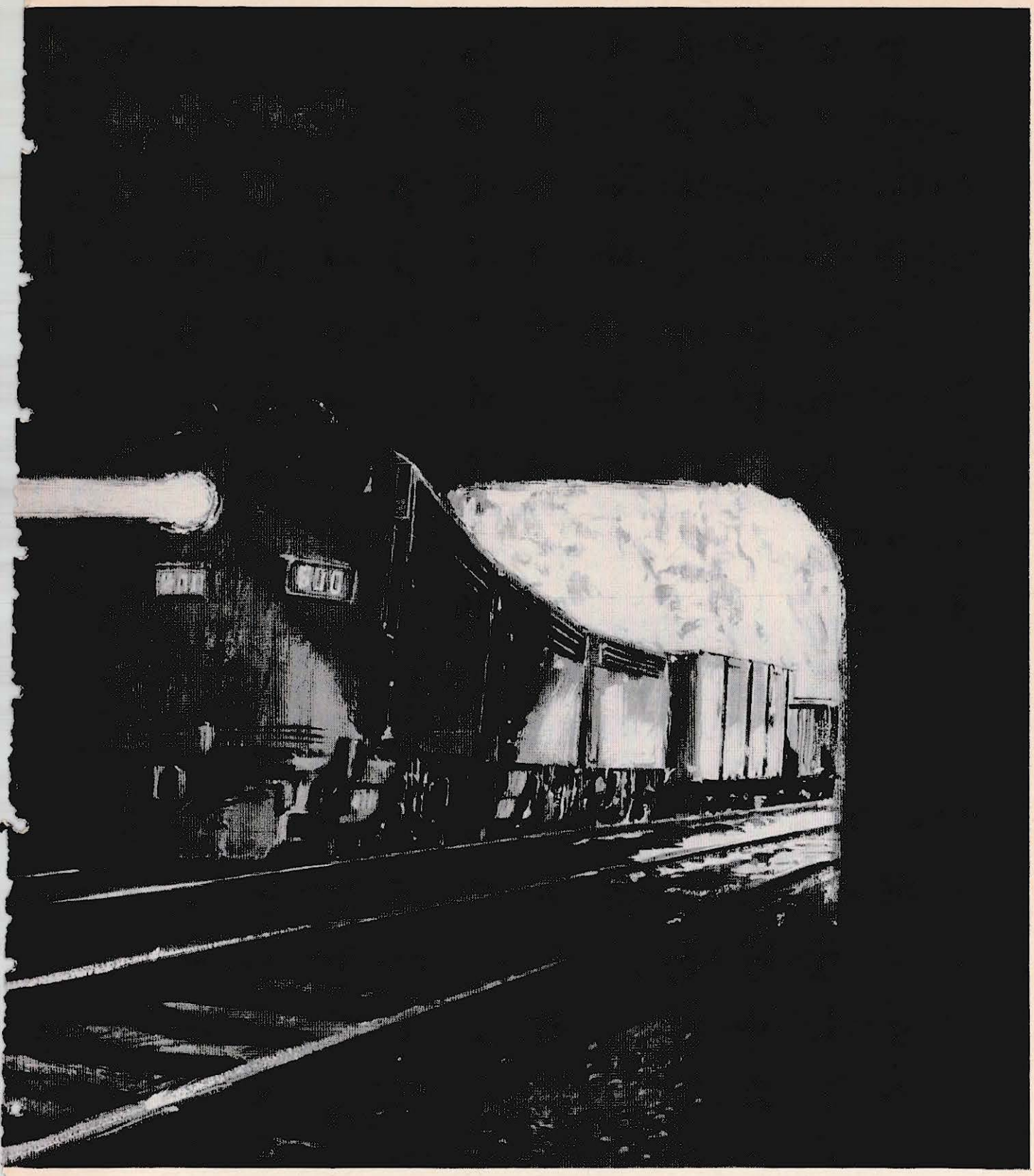


15 Years of Comin' Thru the Mountains



Many railroads are retiring diesel locomotives with fifteen years of service, but not the Clinchfield. Why? Because the Clinchfield diesels are compiling an amazing record of reliability and economy. Their diesel engines are lubricated with Sinclair Gascon Oil. You, too, can extend the life of your diesels with Sinclair lubricants.

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'We want to do no harm to any regulated common carrier.... We want healthy common carriers and seek to work harmoniously with them.'

are bona fide, but Section 402(c) has proved to be a loophole through which others have engaged in operations which appear to fall within the definition of freight forwarding." Bills to implement the ICC recommendation have been introduced in several sessions of Congress, but have never been passed.

● **Co-ops' defense.** That at least some co-operative shipping associations do fulfill all the requirements for legal exemption from regulation is strongly emphasized by C. B. Culpepper, secretary and general manager of the Atlanta Freight Bureau and president of the National Conference of Non-Profit Shipping Associations.

"By combining shipments," Mr. Culpepper points out, "we constantly obtain the advantage of full carload rates. Because by law our non-profit shipping associations must operate at cost, we pass on savings and eliminate freight forwarder profits.

"Those against us, well aware of our continued growth, try to discredit all non-profit shipping associations, simply because of the occasional one which fails to police itself properly. This is a transparent tactic, designed to 'steal' back the substantial freight loads which now flow promptly and inexpensively to and from our members.

"We want to do no harm to any regulated common carrier, be it a truck line, a railroad, a barge line, air line or a profit-making freight forwarder. We want healthy common carriers and seek to work harmoniously with them. But we do uphold the inherent rights of individual shippers and receivers of freight to band themselves into groups or associations for the purpose of moving their own merchandise in consolidated shipments."

Saves 10% to 50%

There is, Mr. Culpepper has said, a "clear intent to bring into disrepute and literally stamp out the whole concept of non-profit shipping. It is to force our members—most of them small retailers, manufacturers and wholesalers—to rely only on commercial freight forwarders and motor carriers for shipments. If this happens—if we ever are somehow driven out of existence contrary to the expressed intent of Congress—then our members will suffer the most harsh form of economic coercion. They will have to pay higher rates" for LCL or LTL lots.

What this might mean is indicated by his further statement that Conference members save their members from 10% to 50% on shipping costs—and give them faster service into the bargain.

● **How a co-op works.** How such results are achieved is illustrated by the operations of the Atlanta Freight Bureau which Mr. Culpepper serves. (AFB is separate from the Atlanta Shippers' Association, and was not involved in the "Atlanta case" referred to above.)

As an organization AFB dates back to 1902. It was chartered as a non-profit, co-operative corporation to conduct what was then primarily a traffic management service for Atlanta-area businesses. Its original purposes were to: (1) secure reasonable rates; (2) assist in auditing freight bills and in collecting loss, damage and overcharge claims; (3) effect needed revisions of classifications and rates; (4) advise shippers on transport matters; and (5) obtain cooperation of transport companies. It still performs those traffic functions for its 525 present members.

In 1950 AFB inaugurated the freight consolidating service which it now performs for about half (260) of its members. Today it supervises receipt at Atlanta of some 15,000,000 pounds of freight each year. About 12,000,000 pounds comes out of New York; the balance from Chicago. Most of it goes by substituted TOFC service—two refrigerator trailers which would otherwise have an empty southbound return move being used in lieu of one box car.

Last year, this service saved AFB members more than $38,000 as compared with the lowest available common carrier rates. But, Mr. Culpepper emphasizes, every one of the 15,000,000 pounds moves by some common carrier—rail, TOFC (principally), truck or forwarder—and at published tariff rates. The savings accrue in part from shipment of carloads or trailerloads, as compared to LCL or LTL lots; and in part from the non-profit nature of the bureau's service.

Equally important, shipments are now delivered in Atlanta on the second morning out of New York or Chicago, as compared to fourth morning or later in 1950.

In practice, AFB shipments are picked up, consolidated, loaded and manifested by a New York agency, under contract, at a fixed rate per 100 pounds. This agent air mails manifests to the bureau in Atlanta. The bureau prepares individual freight bills, and delivers them to an Atlanta contractor who unloads and delivers the freight. All freight moves under shipper's weight, load and count.

● **No profit here.** Cost figures on the consolidating service are reviewed quarterly, and charges adjusted up or down. Usually, Mr. Culpepper says, this results in an annual deficit of from $200 to $300 per year, which is made up out of AFB membership dues.

Members are at liberty to use the consolidating service on all their freight, on some of it, or on none of it—whichever is to their own advantage. They are also free to use any other mode of transport which suits their own convenience, at any time.

Officers are elected

Operation of the bureau as a whole is governed by elected officers and 31 directors. Other associations belonging to the National Conference are, in general, similarly controlled.

Shortly after AFB began its shipping activities, bills like those referred to above were introduced in Congress in line with ICC recommendations to require shipping associations to obtain operating authority from the Commission. Rules proposed in these bills were so constricting that associations then in existence felt they could not operate under them. It was the need for opposition to these measures that led to formation of the National Conference of Non-Profit Shipping Associations. Members represent the three principal types of shipper cooperatives—those like the AFB itself; those organized and operating under the auspices of a local chamber of commerce or a retail credit group, and independent organizations of shippers, sometimes limited to a single industry.

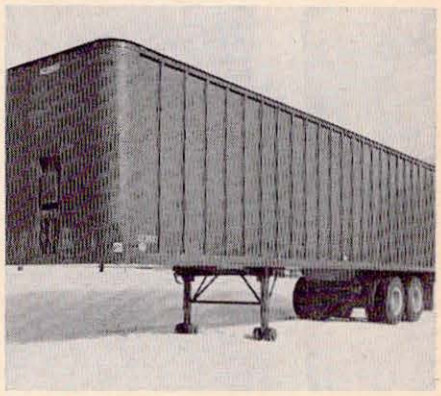
The Conference is now mostly concerned with what Mr. Culpepper calls "COTP's attempt to take away a shipper's right to say how his freight shall be handled." But it has, on occasion, opposed the railroads as well, and it has often appeared before the ICC or Congressional committees to protect the interests of its members' members.

Conference members include shipping associations in such points as Atlanta, Cincinnati, Cleveland, Columbus, Dallas, Dayton, Detroit, Fort Wayne, Houston, Memphis, Minneapolis, St. Paul, Salt Lake City, Southeastern Michigan, Toledo and Tampa. ■

NEW PRODUCTS REPORT

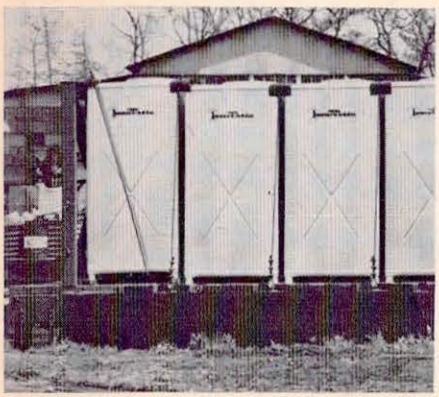
Ventilated Trailer (RA-1)

"Ven-T-Van" is a combination trailer specially developed for use in rail piggyback transportation of both general commodities and cargoes requiring ventilation. Cost-free cooling is accomplished by a simple automatic system of scooping up outside air from the shaded underside of the trailer for distribution through a plenum below the cargo and then up through the load. Air intake is said to be 7,200 cubic feet per minute, compared with 1,800 in present conventional equipment. The manufacturer further states that cooling on the AVEC (Air-compression Venturi-action Evaporation Circulation) principle begins before the trailer is in motion; and that transit tests show Vent-T-Van cargoes arriving in excellent condition, without serious spoilage, and 11-12 degrees cooler than loads in conventional ventilated trailers. The 2,400-cubic-foot Vent-T-Van can also be used for dry freight shipments. Some vans are currently in use in Atlantic Coast Line TOFC service. *Cooltainer Corp.*



TOFC Trailer (RA-2)

A trailer specially designed and built for piggyback service, with emphasis on the inherent characteristics of TOFC operations, is offered in exterior post or outside panel construction. The new unit (Model PB-64) is said to eliminate loose king pin or king pin plate problems. Landing gear is guaranteed for 90,000-pound shock loads. All other important features are built with extra strength or full protection. *Trailco Mfg. & Sales Co.*



Bulk Handling Bin (RA-4)

The Invert-a-bin, an air-and moisture-tight container for semi-bulk materials, can be stored in the open and loaded or removed from a car with conventional equipment. Its wide opening and patented internal cone speed filling and emptying. Bins are available in steel, stainless steel, or aluminum, in 36- to 110-cu-ft sizes with capacities up to 6,000 lb. Aluminum oxide, soda ash and plastics are among products being handled. *Powell Pressed Steel Co.*

Hingeless Door (RA-3)

Torque-swinging rubber or plastic doors for speeding industrial material and traffic flow are said to be impact proof and maintenance free. The doors are available in rubber (with eye-level shatterproof view windows); in laminated plastic, or in half rubber and half plastic. They may be ordered in different colors, and in sizes ranging from 2 feet by 6½ feet for a single door to 8 feet by 8 feet for a double. *Lifetime Flexdoor Co.*

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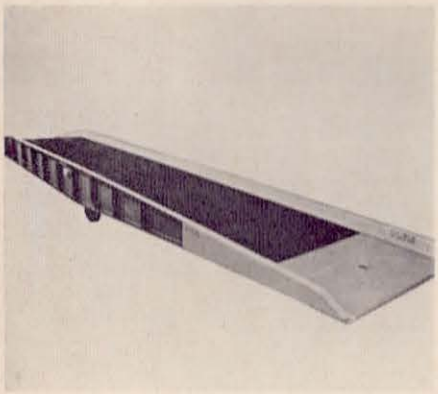
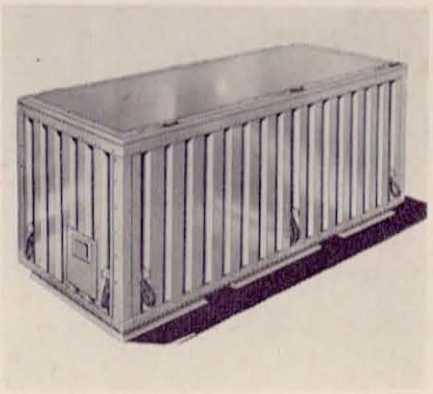


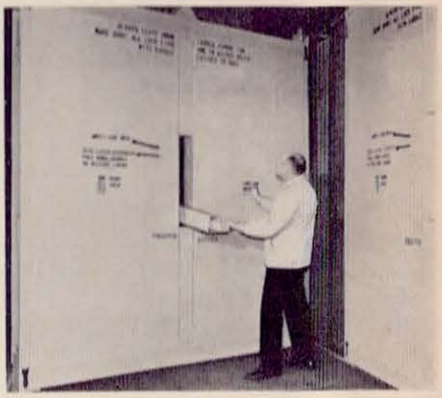
Yard Ramp (RA-5)

An improved line of aluminum yard ramps may be used with either rail cars or highway trailers. Model AA has an aluminum deck for average loading weights; AS a steel deck for heavy loading. Both models roll on four heavy-duty, 18-inch rubber-tired wheels for easy movement from one location to another, and both include safety curbs. Capacities run from 11,000 to 20,000 pounds. Usable deck width is 62½ inches. *Copperloy Corp.*



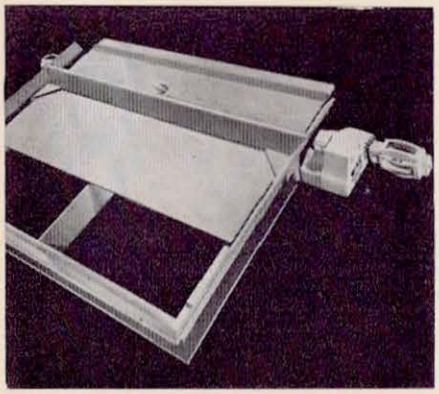
Cargo Containers (RA-6)

A "family" of four lightweight modular aluminum containers, although designed primarily for cargo aircraft, are said to be equally useful for other modes of transport. The four units in the series range in capacity from 28.8 to 203.2 cubic feet. They are made of bonded and riveted sheets and extrusions, and can be used for storage as well as for inter-modal transportation with minimum handling of cargo. *Fruehauf Trailer.*



Lading Protectors (RA-7)

A standard two-piece load divider, two one-piece dividers, and three models of car-side fillers now comprise the Equipco line. One of the one-piece dividers is standard for box, insulated and refrigerator cars; the other is for automotive parts cars. Side fillers include: two-position Pivot-Type; Model-2D, which is adjustable both for length and width; and the new Type S.T.A. (swing type adjustable) filler. *Unarco Industries, Inc.*

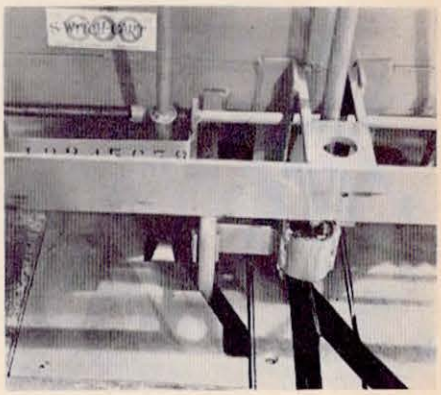


Discharge Gate (RA-8)

The 25- x 50-in. opening in this all-steel, power-geared discharge gate is said to be one of the largest for covered hopper cars. Opening capstans on either end of through shaft speed unloading because operator can work from just one side of car. Latching device, in center of frame, can take a security seal when required. Gate, similar to 13- x 24-in. model, is adaptable to cars designed for center discharge. *Wine Railway Appliance Co.*

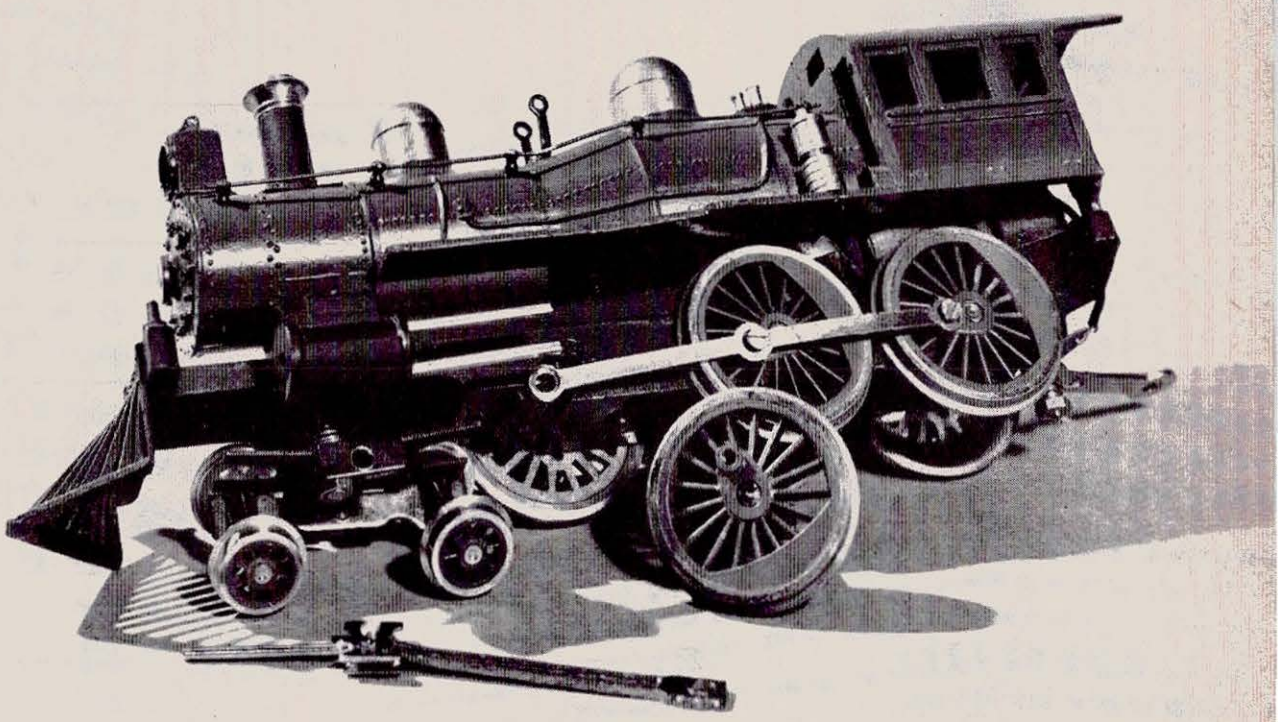
Car Door Protection (RA-9)

A quick and inexpensive procedure for unitizing unpalletized bags in the door area of freight cars requires only six lengths of Avistrap cord strapping. The system allows one man to immobilize a load in less time and with less labor than is required by conventional methods currently employed. Manufacturer of the rayon cord strapping claims that its use will reduce damage and also permit lower shipping costs. *FMC Corp., American Viscose Division.*



Automatic towline (RA-10)

The "Stick-Pin" automatic dispatch "sWitch-Cart" is said by its manufacturer to simplify and broaden the use and application of towline systems for in-building freight handling. The new mechanism eliminates all floor switches; permits 100 (or more) station selectivity; allows switching to powered or non-powered spurs, and makes possible movement in any direction from the conveyor with pushing and/or accumulation bumpers. *SI Handling Systems.*



Some locomotives aren't worth repairing

Like this one. We'd turn this model down at our Beloit rebuilding plant and advise the owner to replace it. But if it were one of ours, we'd repair or rebuild it, regardless of age or condition. We do this for a lot of railroads.

Just pull the engine from your locomotive and ship it to us. We'll send you a remanufactured engine in return. The one you receive was completely disassembled, carefully checked. Worn parts were replaced, the rest carefully cleaned. Then it was reassembled, fully tested and given a new engine warranty. With it, your locomotive will run like new.

Prefer to do your own work? O.K. We'll send you the latest engineering developments in updating kits ready for installing. An oil bath filter, new governor, electric throttle, dynamic braking, cooling system controls, new transistor voltage regulator, new battery charging rectifier are all in kits.

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PEOPLE IN THE NEWS

BESSEMER & LAKE ERIE.—**Thomas J. Siegel,** former senior cost analyst, accounting department, named assistant to traffic manager.

CHICAGO & EASTERN ILLINOIS.—**Norman D. Clucas,** coal traffic manager, appointed general coal traffic manager, Mr. Clucas' successor is **Raymond E. Gotshall,** assistant coal traffic manager, who in turn is replaced by **Gerald K. Green,** formerly sales representative, **Sahara Coal Co. D. K. Brideson** appointed freight sales manager, Chicago Heights, Ill., to succeed **J. H. Gothberg,** advanced to administrative assistant there.

CHICAGO & WESTERN INDIANA.—**Michael Swislow,** superintendent, Chicago, retires June 30 after 44 years of service.

EASTERN RAILROAD PRESIDENTS CONFERENCE.—Announced appointment of **James W. Oram** as chairman, labor relations committee—Eastern railroads, effective July 1, succeeding **John J. Gaherin,** who has been appointed executive vice president, Newspaper Publishers Association of New York. Mr. Oram has been vice president, public and employee relations, **Pennsylvania,** Philadelphia.

PITTSBURGH & LAKE ERIE.—**Curtis D. Buford** elected executive vice president, effective Sept. 1 (RA, June 22, p. 7). Mr. Buford has been vice president—operations and maintenance department, **Association of American Railroads** since 1959. Prior to joining the AAR, Mr. Buford was assistant general manager, Western district, **New York Central,** Cleveland.

REA LEASING CORP.—**Robert C. Hendon** elected president, succeeding **William B. Johnson,** chairman, who formerly held the dual posts of president and chairman. Mr. Johnson is president and Mr. Hendon is vice president, Industry Affairs of the parent company, REA Express.

SANTA FE.—Effective June 1, **J. H. Blake** resumed his duties as assistant general manager, Amarillo, Tex. (RA, Apr. 13, p. 66). **William K. Fry,** road foreman of engines, Slaton, Tex., advanced to trainmaster-road foreman of engines, San Angelo, Tex., succeeding **Warner K. Ludden,** who retired May 1 after more than 46 years' service.

Chester M. Warfel, mail and express traffic manager, Los Angeles, retired June 1 following 41 years of service. His successor is **Bernard L. Checkal,** traveling agent, Los Angeles. **Charles C. North,** general agent, Los Angeles, promoted to general passenger agent, San Francisco. Mr. North's successor is **Frank R. Kelley,** general agent, passenger department, San Francisco, who in turn is replaced by **William R. Krisman,** chief clerk, general passenger office, Los Angeles. **C. F. Goettelmann,** traveling freight and passenger agent, named general agent, Detroit, to succeed **F. P. Lister,** who retired May 31.

W. M. Swan, engineer of car construction, Topeka, Kans., appointed mechanical assistant-passenger cars, Chicago, succeeding **M. R. Buck,** retired. **Charles Montgomery, Jr.,** assistant engineer-car construction, named engineer-car construction, Topeka. **G. O. Farrar,** draftsman, named to the newly created position of assistant to engineer-car construction-refrigerator cars, Topeka.

R. W. Mauer, assistant engineer, appointed special engineer on the staff of chief engineer system, with headquarters remaining at Chicago.

SOUTHERN PACIFIC.—**L. P. Marler** named industrial agent, Houston, Tex.

Emmett G. Fitzpatrick, assistant general public relations manager, San Francisco, has retired after 43 years with the SP.

TOLEDO, PEORIA & WESTERN.—**R. K. McGee,** general freight agent, Peoria, Ill., appointed freight traffic manager, succeeding **E. F. Alberts,** who died June 5. **R. D. Moore,** assistant general freight agent, succeeds Mr. McGee. **F. L. Hawkins,** chief rate clerk, replaces Mr. Moore.

Supply Trade

W. Paul Morrison has been appointed manager—railroad sales for **C & D Batteries,** Conshohocken, Pa. Mr. Morrison was formerly railroad division manager for Servo Corp. of America, Hicksville, N.Y.

The **Keystone Railway Equipment Co.,** Chicago, has been incorporated in Canada under the name of **Keystone Railway Equipment Co. (Canada) Ltd.,** located at 5165 Sherbrooke Street, West, Montreal, Que.

Charles E. Hart, assistant sales engineer, railroad sales, **New York Air Brake Co.,** New York, has been named assistant chief engineer, air brake equipment, Watertown division, Watertown, N.Y.

Dearborn Chemical Co. has named **Garnet H. Ward, Jr.,** sales representative in the Illinois-Wisconsin District.

International Railroads' Weighing Corp. has moved its offices from 1780 Maple Street, Northfield, Ill., to 1825 Willow Road, Northfield.

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A. STUCKI CO.
OLIVER BUILDING, PITTSBURGH 22, PA.

The **Johnson Rubber Co.**, Middlefield, Ohio has announced appointment of the following railroad products representatives: **Main Line Equipment Co.**, 228 N. La Salle Street, Chicago, and **Stan H. Haigh Co.**, 333 First Federal Bldg., Cedar at Fifth, St. Paul 1, Minn.

Industrial Traffic

John A. O'Connor, traffic manager—administration, **J. C. Penney Co.**, New York, appointed general traffic manager, effective Aug. 1, succeeding **H. A. Rice,** retired.

Charles H. Beard appointed assistant to vice president, **Union Carbide Corp.**, New York. Mr. Beard will continue his duties as general traffic manager. **Thomas A. Wilker,** production manager—distribution, Chemicals division, appointed director of distribution. **Robert C. Hieronymus,** general plant manager, South Charleston, W. Va., Chemical Division, appointed general manager, distribution department, Chemicals Division, New York.

J. Howard McGalin, general transportation manager—distribution, named assistant director of transportation—distribution, **Olin Mathieson Chemical Corp.**, New York. **Clinton H. Vescelius,** general transportation manager, named assistant director of transportation—services. **Charles J. Schoustra,** manager of marine services appointed transportation manager for planning and development.

Lt. Col. Robert J. Intermont, chief of movement planning branch, **Defense Traffic Management Service,** Washington, D.C. named executive officer to executive director for transportation, **Defense Supply Agency.**

Col. Darrell H. Burnett, chief of freight negotiations division, **Defense Traffic Management Service,** Washington, D.C., named Commander, U.S. Army Transportation Command, Camp Zama, Japan.

John H. Norton, traffic manager, at Geneva Switzerland, **Du Pont de Nemours International S.A.**, European sales affiliate of **E.I. Du Pont de Nemours & Co.**, named to the newly created post of manager, Industrial Division, Traffic Department, Wilmington, Del., effective Aug. 1. **C. L. Appenzeller,** traffic manager, Industrial Division, will continue in that position after retirement of **C. S. Simpson** on June 30.

Frank J. Gill, traffic manager, **Oxford Paper Co.**, New York, retired June 20.

Robert H. Hirschmann, regional traffic manager, New York Region, **F. W. Woolworth Co.**, New York, appointed assistant general traffic manager, Executive Office. **George E. Schaffeld** of the executive office, Traffic Department, succeeds Mr. Hirschmann.

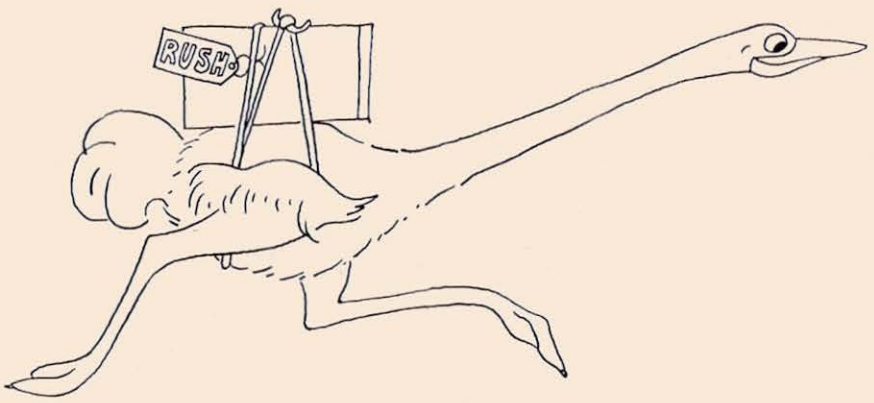
M. A. Kallas, assistant traffic manager, **American Hoist & Derrick Co.**, St. Paul, Minn., appointed traffic manager.

Jesse W. Syme named territorial traffic manager, **Sears, Roebuck & Co.**, Los Angeles, succeeding the late **A. L. Russell.**

OBITUARY

Jack Wilson, 62, vice president, **Universal Railway Devices Co.**, Chicago, died May 30 at his home in Chicago.

(Product Reference 73A)



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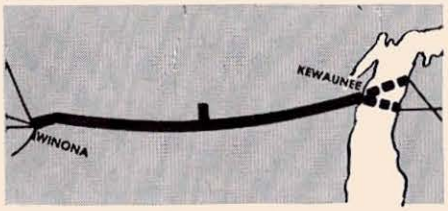

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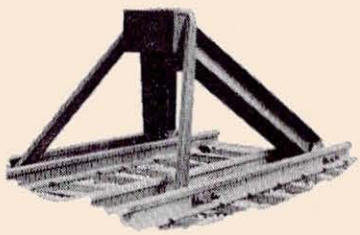

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Hayes Track Appliance Co.
RICHMOND, INDIANA

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(Product Reference 73C)

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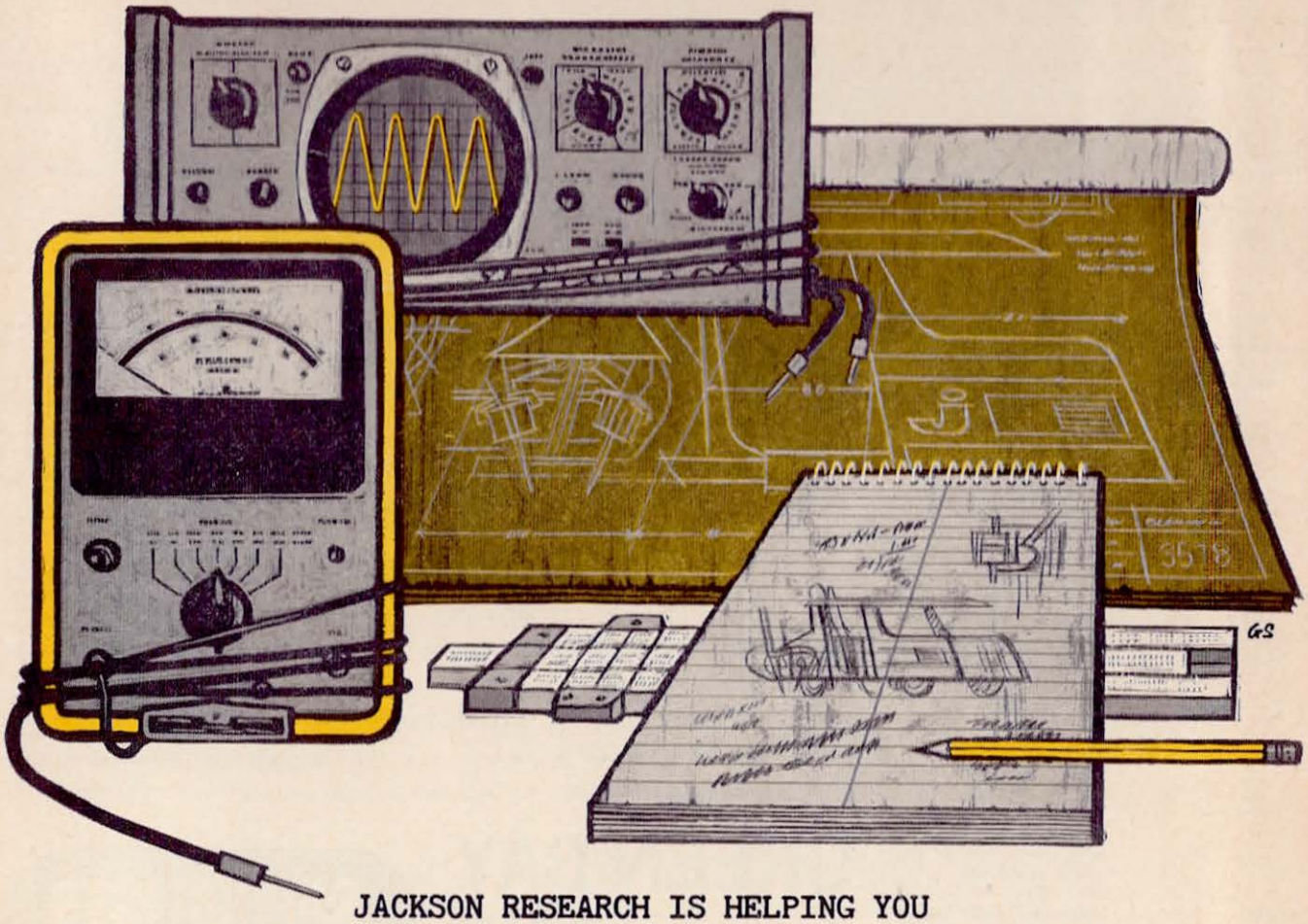

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MARKET OUTLOOK

Carloadings slip

Loadings of revenue freight in the week ended June 20 totaled 603,409 cars, the Association of American Railroads announced on June 25. This was a decrease of 7,105 cars, or 1.2%, compared with the previous week; an increase of 2,629 cars, or 0.4%, compared with the corresponding week last year; and an increase of 10,701 cars, or 1.8%, compared with the equivalent 1962 week. Ton-miles generated by carloadings in the week ended June 20 are estimated at 13.5 billion, an increase of 5.8% above the corresponding week of 1963 and 12.7% above the 1962 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, June 20

District	1964	1963	1962
Eastern	86,440	85,049	80,449
Allegheny	104,233	107,911	97,948
Pocahontas	61,956	54,833	55,878
Southern	110,820	107,187	110,341
Northwestern	82,660	85,606	85,009
Central Western	117,997	120,519	121,411
Southwestern	39,303	39,675	41,672
Total Western Districts	239,960	245,800	248,092
Total All Roads	603,409	600,780	592,708
Commodities:			
Grain and grain products	54,141	52,146	55,710
Livestock	1,708	1,941	2,139
Coal	121,406	116,292	115,215
Coke	9,454	8,585	6,050
Forest Products	38,804	36,447	37,838
Ore	55,006	53,532	54,307
Merchandise l.c.l.	12,522	17,154	23,772
Miscellaneous	310,368	314,683	297,675
June 20	603,409	600,780	592,708
June 13	610,514	616,261	590,301
June 6	580,152	605,361	582,760
May 30	576,938	549,861	529,285
May 23	595,099	598,419	580,383
Cumulative total, 25 weeks	13,703,635	13,601,329	13,785,703
Estimated Revenue Ton-miles (millions) 25 weeks	312,400	293,600	283,400

PIGGYBACK CARLOADINGS—U. S. piggyback loadings for the week ended June 13 totaled 17,475 cars, compared with 15,995 for the corresponding 1963 week. Loadings for 1964 up to June 13 totaled 393,095 cars, compared with 357,909 for the corresponding period of 1963.

IN CANADA.—Carloadings for the seven-day period ended June 7 totaled 81,255 cars, compared with 102,674 for the previous ten-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
June 7, 1964	81,255	27,464
June 7, 1963	75,860	22,514
Cumulative Totals		
June 7, 1964	1,614,556	569,909
June 7, 1963	1,457,879	512,970

FREIGHT-TRAIN CARS

► *Green Bay & Western.*—Ordered two roller-bearing-equipped caboose cars from International Car at a cost of $33,554.

► *Santa Fe.*—Ordered 25 100-ton-capacity, roller-bearing-equipped ore cars from Gunderson for delivery beginning in September.

LOCOMOTIVES

► *Wabash.*—Ordered seven Century 425 2,500-hp locomotives from Alco, at a cost of over $1 million. Delivery is scheduled to be completed by October.

FOREIGN

► *Egyptian Railways.*—Ordered 50 G-16 1,950-hp locomotives from General Motors Overseas, at a cost of $12.5 million. The order was financed by the Export-Import Bank, and delivery is scheduled to begin in the final quarter 1964.

NEW FACILITIES

► *Atlantic Coast Line.*—Ordered 11 units of an advanced model of the Servosafe Hot Box Detective from Servo.

► *Louisville & Nashville.*—Board of directors approved expansion of L&N's Tilford yard at Atlanta, Ga., at a cost of $750,000. Improvements include increasing the capacity of departure and flat switching tracks and installing eight additional classification tracks.

► *Soo Line.*—Ordered Wheel Thermo-Scanner Units from GRS, for use in detecting overheated wheel bearings. The units will be installed at Lake Villa, Ill., Regal, and Elbow Lake, Minn., and Cathay, N.D.

► *Spokane, Portland & Seattle.*—Will extend its dispatcher-to-train operation an additional 125 miles with the installation of six sets of centralized radio control systems and 2R Series railroad radio and accessories. The equipment was manufactured by Union Switch & Signal division of WABCO.

► *Union Pacific.*—Ordered 17 Servosafe hotbox detectors from Servo.

ORDERS & DELIVERIES

► *Orders increase.*—Orders were placed in May for 7,185 new freight cars, compared with 4,313 in April. Orders in May 1963 totaled 5,978. Deliveries in May totaled 6,931, compared with 6,529 in April and 2,405 in May 1963. Backlog of cars on order and undelivered as of June 1 totaled 33,410, compared with 34,690 on May 1 and 23,268 on June 1, 1963.

TYPE	ORDERED MAY 1964	DELIVERED MAY 1964	ON ORDER AND UNDELIVERED JUNE 1, 1964
BOX—PLAIN	111	879	6,824
FLAT	1,388	585	2,903
GONDOLA	1,176	319	2,344
HOPPER	2,750	2,227	9,317
COVERED HOPPER	962	1,180	5,398
REFRIGERATOR	368	508	2,884
STOCK	0	234	66
TANK	416	605	1,765
CABOOSE	14	20	117
OTHER	0	374	1,792
TOTAL	7,185	6,931	33,410
CAR BUILDERS	5,135	3,947	21,084
RAILROAD SHOPS	2,050	2,984	12,326

YOU OUGHT TO KNOW

REA adds Carolina terminal: REA Express dedicated a $325,000 terminal facility in Charlotte, N.C. Operating platforms at the new terminal can accommodate 30 trucks and trailers, and four express rail cars. The facility will serve as a key-point distribution center for the Carolinas, and is expected to handle about one million units of express traffic annually.

Ad award for SP: Southern Pacific's outdoor advertising campaign, using cutouts of animals to sell specific SP freight services, won the annual competition sponsored by the Outdoor Advertising Association of America. Four separate designs—a pig carrying a piggyback load, a beaver looking for an industrial site, a galloping ostrich with a rush shipment of freight, and a hen carefully toting a fragile egg—copped first place in the complete campaign category.

RPRA elects: William A. Lashley, assistant vice president, Pennsylvania, is the new president of the Railroad Public Relations Association, succeeding E. C. Schafer, public relations director, Union Pacific. RPRA's new regional vice presidents are W. E. Pyne, director of public relations and advertising, Baltimore & Ohio; W. C. Burk, manager, public relations, Santa Fe; and A. C. Carlson, manager, press relations, Illinois Central.

Pipeline extension planned: Portal Pipe Line will build a 112-mile extension to its oil-transportation facilities in North Dakota's Williston Basin. A line will be built west from Berthold to Grenora, N.D., to provide direct service to the Grenora field in northwestern North Dakota and the Dwyer and Goose Lake fields in northeastern Montana. Portal now operates a 373-mile line from the Williston Basin to Clearbrook, Minn. The company was organized two years ago by Great Northern, Hunt Oil Co. and Northwestern Refining Co.

DTMS proposes simplified rates: An experimental scale of simplified rates on military-sponsored "Freight All Kinds" in box cars has been developed by the Defense Traffic Management Service and submitted to the Southern Freight Association for possible test. It provides for graduated charges based on distance and weight up to 60,000 pounds, with incentive rates applicable to excess weight in the same car. The new scale is expected to simplify cost determination and reduce administrative expense.

GN moves solid ore train: A 6,000-long-ton load of Minnesota iron ore moved last week from the Mesabi Range over the Great Northern en route to a steel plant in Granite City, Ill. GN said the 100-car shipment from Hibbing, Minn., was the first of a series of solid train movements of ore to the Granite City steel company. The unified ore train will be handled between St. Paul and the Illinois point over the Burlington Lines.

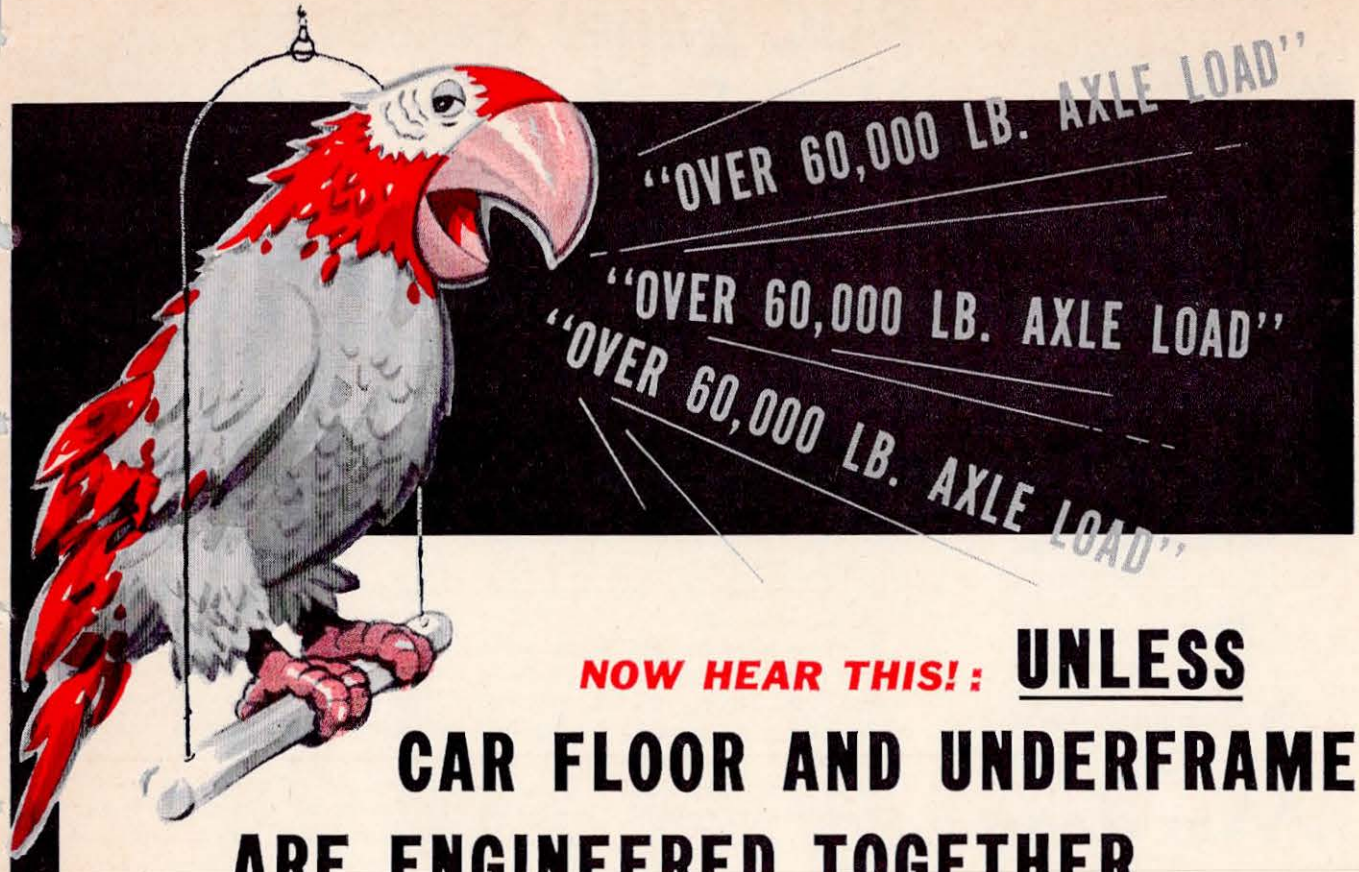
Timken sales up: Timken announced that orders to equip more than 20,000 main line freight cars with AP roller bearings have been received through June this year—a 41% increase over the same period last year. Last year a total of 29,000 car sets of AP bearings were sold.

New name for Telegraphers: Members of the Order of Railroad Telegraphers meeting in Miami approved a proposal to change the organization's name to the Transportation and Communication Employes' Union. The change becomes effective Jan. 1, 1965, and the abbreviation of the new name will be TCE. At the same meeting, George E. Leighty was reelected president for another term.

AARS elects Powers: New president of the American Association of Railroad Superintendents is A. J. Powers, superintendent of rules, New Haven. Vice presidents (first through fourth) are W. W. Weber, superintendent, Chicago South Shore & South Bend; W. F. Mowen, superintendent, Western Maryland; D. E. Parks, trainmaster, Great Northern and J. A. Bonelli, manager-safety, Pennsylvania. Mr. Powers succeeds K. E. Miller, general superintendent, Delaware & Hudson, as AARS president.

Current statistics

Net income, estimated	
3 mos., 1964	$144,000,000
3 mos., 1963	84,000,000
Carloadings, revenue freight	
25 wks., 1964	13,703,635
25 wks., 1963	13,601,329
Freight cars on order	
June 1, 1964	33,410
June 1, 1963	23,268
Freight cars delivered	
5 mos., 1964	30,760
5 mos., 1963	15,705
Serviceable cars	
May 1, 1964	1,409,716
May 1, 1963	1,412,847



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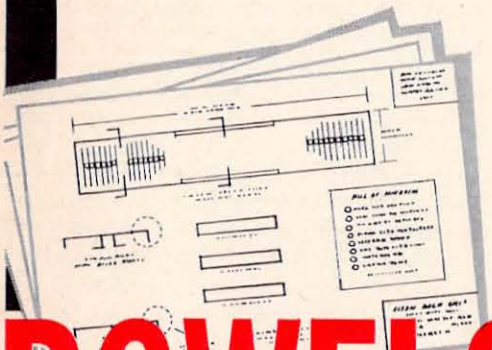

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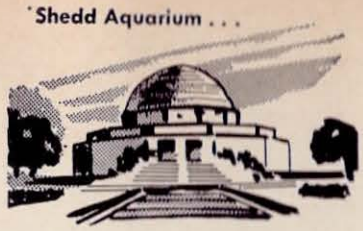

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PUC panel explores New England problem

New England's railroad problems are not strictly regional in character but "must be analyzed and solved in the context of the national transportation complex."

ICC Commissioner William H. Tucker offered this opinion and others last week at the 17th annual convention of the New England Conference of Public Utilities Commissioners at Poland Spring, Maine. He was followed on the speakers platform by officers from four New England railroads who had their own views as to what their carriers' ailments are and how they might be corrected.

• **Views aired by four roads.** Four New England roads—three of them ailing—were represented on a panel moderated by Eugene S. Loughlin, chairman of the Connecticut Public Utilities Commission. Panel members included Richard J. Smith, a trustee of the bankrupt New Haven; Patrick J. Mullaney, vice president—traffic of the Boston & Maine; and A. E. Baylis, marketing vice president of the New York Central, representing the Boston & Albany; and Jerome Strout, president of the Bangor & Aroostook.

• **NYC predicts 'surgery'.** Mr. Baylis described the railroad situation in New England as "grave." He recounted the financial troubles of the New Haven, Boston & Maine, Central of Vermont, and Boston & Albany, and said their plight could be diagnosed as "acute traffic malnutrition." His prognosis: major surgery.

"We in railroading must face up to the reality that there is a present overcapacity of rail freight facilities and that this fact pits one railroad against another in vying primarily for the same traffic—for each other's traffic."

He went on, "The most expeditious, economical and painless way to accomplish such surgery is through the medium of merger or consolidation." Formation of a single New England terminal railroad can best achieve this, he suggested. "Another advantage that such a terminal railroad would have would be the ability to join the motor carrier affiliates of the Boston & Maine and the New Haven . . . as the growth of trailer-on-flat-car service within New England would indicate there is a brighter future for rail-affiliated highway service than for the conventional over-the-rail freight service."

• **New Haven needs outside help.** New Haven Trustee Smith said that since freight profits have dropped to the vanishing point, the carrying of passengers by the NH "cannot be considered a permanent function of the future" unless outside help is forthcoming. He said the financial responsibility for such service must be borne by the states, local communities and the federal government.

The Boston & Maine panel member, P. J. Mullaney, said his railroad "is optimistic that something will be done to let us survive and to prosper". He said B&M will probably request the ICC to reopen the PRR-NYC merger hearings, questioning the arrangements offered the New England railroads by the two proposed merger partners.

President Strout of the Bangor & Aroostook, the only New England road represented that is not in failing health, said BAR is very interested in what happens in the mergers proposed for New England roads. He said he believed railroads are on the threshhold of a "very rich and enlightened age" in New England. ■

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H. H. Melville—vice president;
C. J. Fisher—district manager

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How secure is RR future?

Today's technology gives railroads greatly increased advantages, but they need wider understanding to become fully effective.

There are some shallow observers who bob up from time to time with the opinion that the railways have seen their best days, and are destined gradually to fade away—being replaced by other forms of transportation, highway vehicles especially.

Along with railroad leaders on this side of the Atlantic, Louis Armand, head of the International Railway Association (U.I.C.), vigorously repudiates this pessimistic forecast. On the contrary (in the April issue of Revue Générale des Chemins de Fer), he gives his reasons for believing that a period of expansion and wider usefulness lies ahead of the railways — if railroaders themselves will exercise "constant dynamism and acceptance of adaptation."

Beyond the widely recognized superior technological economy of the "flanged wheel on the steel rail," M. Armand discerns several other economic, social and technogical factors working in the railways' behalf. One of these is the movement of freight in heavily loaded trains (a development far advanced here and which should progress rapidly in Europe as automatic and stronger couplers come into wider use). Said M. Armand:

"We must think of the growing congestion of our planet. The rapid increase in mechanization requires the establishment of order in our mechanical processes. This has been recognized in aviation, by the creation of aerial routes governed by precise and delicate controls in the vicinity of our dangerously congested airports.

"Technicians are endeavoring to develop similar control systems (using cables under highway lanes) to systematize motor vehicle movements. But the railways are already equipped with this precious traffic-guiding mechanism which is readily adapted to orderly control and automation."

Trains move in one direction—forward or in reverse. Motor vehicles move sideways also. Planes move in those two directions and, in addition, vertically. When it comes to control of movement, one direction is more easily controlled automatically than two or three.

M. Armand lays great emphasis on the new technique called "cybernetics." Electronic machines, he says, "can play chess." By that he means that these machines can calculate the advantages of all possible movements and select the best alternatives available. By a parallel process they can similarly encompass at one place and in a minimum of time all the cars on a railroad, and select the optimum combinations for maximum efficiency in movement.

No other form of transportation is so readily adaptable to this form of electronic control. It is going to be helped along greatly, in Europe, by a uniform system of car identification which will be established all the way "from Lisbon to Vladivostok"—markings which can be read by machines, which will be supplemented by other machines which will automatically determine to what track each car is to be switched.

The railway has the further inherent advantage that its fixed plant ("infrastructure") is under the same managerial control as its moving vehicles—a condition not obtaining with any other form of transportation. Fixed plant and rolling stock, under skilled and unified management, can be made to work together to procure the maximum efficiency from the entire plant, fixed and moving.

Such are some of the powerful inherent forces operating to secure to the railways a constantly increasing usefulness, and consequent traffic growth. But these forces, strong as they are, are not necessarily invincible. Other forms of transportation (apart from the Iron Curtain countries) are being rapidly expanded, with little thought given as to what contribution, if any, they may be making to over-all transportation efficiency.

"Man is a good inventor," says M. Armand, "but he is a relatively inefficient organizer. We see this trait in children. The child knows how to play. He knows how to build, but he doesn't like discipline. But organizing means accepting discipline."

Tell the public what's happening

Efforts are going forward, of course, to arouse responsible citizens to an adequate understanding of current problems in transportation economics. (And, to our own observation, with far more success in Europe, thus far, than in North America.) It is in this area where, if the railways' future does not turn out to be as happy as it ought to be, the trouble will occur.

The best protection against such failure must be the intelligently directed energy of railroad men themselves. They need to deepen their own understanding of the far-reaching technological and economic opportunities which now confront them—and to bring these opportunities into fruition as thoroughly and quickly as they can. Meantime, they will need to strive constantly to arouse public understanding of the vital public interest they are serving in the course they are pursuing.

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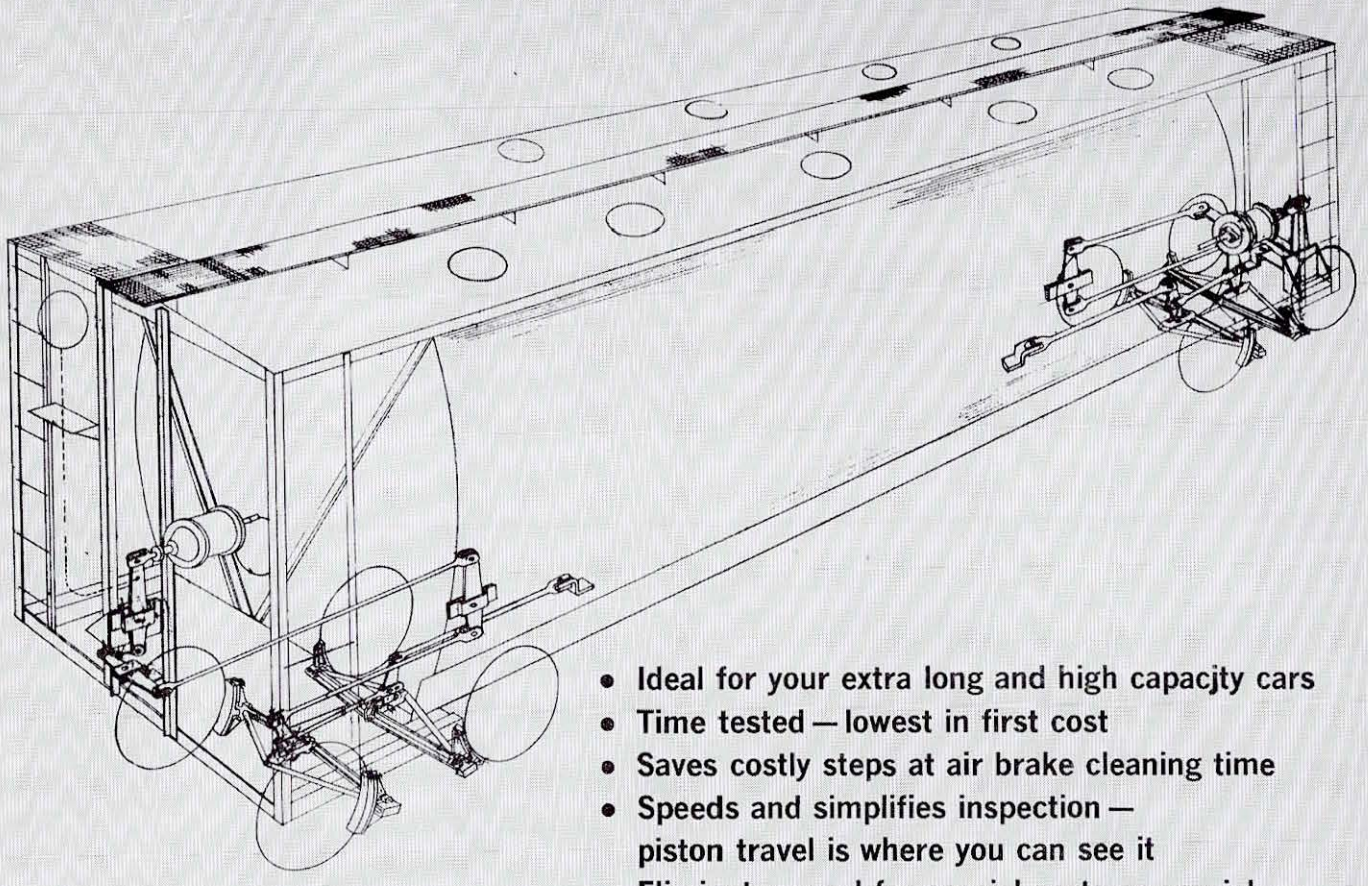

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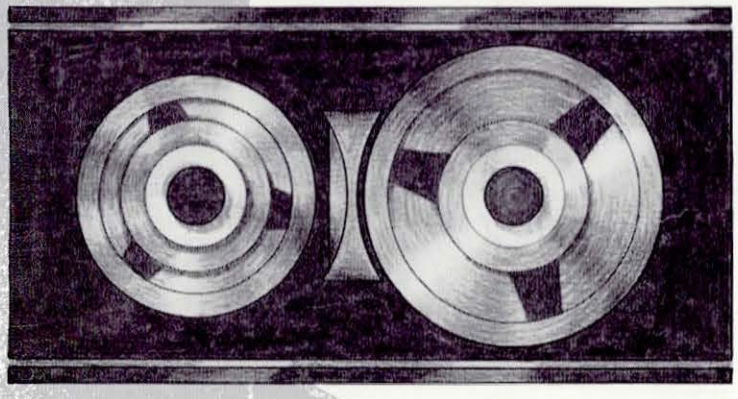

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